



2019 Women in Real Estate: Nancy Ponce, Evergreen Insurance & Risk Management

September 17, 2019 - Spotlights

Name: Nancy Ponce

Title: Account Executive – Large Business

Company Name: Evergreen Insurance & Risk Management.

What is your favorite motivational quote?

“You can accomplish anything you set your mind too, No task is to big or to hard.”

How do you hold your own in a negotiation?

By keeping an open line of communication with the client at all times and being an active listener, this enables me to build rapport and trust with the negotiating party, this proven tactic builds trust between the client and I enabling the deal to be made.

What recent project or transaction are you most proud of?

Recently we had a client referred to me by one of our brokers, he mentioned not being able to find a policy that would meet his business needs. After listening to my client's business description, I was able to make recommendations. After days of contacting brokers, I was able to bind a policy that was perfect for the client needs. Perseverance and taking the time to listen was the key to providing world class service to a client that has now triple in size and continues to insure with Evergreen Insurance due to customer satisfaction and agent availability.

What was one of your biggest accomplishments in the last 12 months?

I have worked very hard this last year and through that hard work I have been able to maintain a high client retention rate for Evergreen Insurance. That to me is a great accomplishment.

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