



Your Name: Josh Troxel

Title: Independent Insurance Agent

Business Name: Insurance for the Self-Employed, LLC.

Address: Mobile Office

Phone: (608) 359-9574

Web Address: www.SelfEmployedInsuranceCoverage.com

Directions: I come to you!

Business hours: 8 am to 5 pm Monday through Friday – Evening hours available on Tuesdays

When was the business started? July, 2008

Describe your products / services I recommend only the absolute best and most-competitive health, life, disability, homeowners, auto and business insurance products to individuals, the self-employed and small-business owners.

What do you do, product, service or philosophy, which differentiates you from your competitors? The biggest advantage that I provide my clients is the ability to offer many different policies from many different insurance companies. Knowing that I have researched each policy and can recommend the one that best fits my customer's situation gives me great satisfaction. Being a small business owner helps me to understand just what many of my customers need.

How did you get interested and/or started in this business? I recognized a need to be able to sell many different insurance products from many different companies as a broker, rather than one product as a captive agent. As peoples' lives change, I have the flexibility to use a variety of companies and policies to address their needs.

What kind of training or background do you have? I graduated from UW-Platteville with a bachelor's degree in business administration. I'm licensed in Health, Life, Property and Casualty Insurance in the states of Wisconsin, Illinois and Indiana. I have seven years experience in the insurance industry.

What have you learned from this business? I truly enjoy researching insurance policies! There are many people who are paying too much money for not enough insurance coverage. By reading through policies line by line, I am able to identify the strongest policies and steer my clients toward the policy that will give them the most bang for their buck.

What are your future plans for your business? My immediate goal is to help the individuals who are soon to be losing their health insurance as a result of the GM-Janesville plant and associated business closings. In the long-term, I hope to help as many people as possible. I want to continue to provide as many free quotes as I can and continue building relationships in the community.

What or who has had the most influence in the way you do business? My family, friends and former colleagues have all helped form my business practices.

What have been some of the challenges you've faced and how did you work them out? The biggest challenge has been obtaining more public visibility for my name and business services. Local Janesville website developer David Johnson from Madison Webhost created my website which includes a two-minute video that explains what I do and offers a free report entitled "Stop Wasting Money on Health Insurance." You can check it out at www.SelfEmployedInsuranceCoverage.com