



Time spent together is time well spent

As an agent, Steve Trent has worked directly with us since 2006 to distribute our products and services. He doesn't get that opportunity with every insurance company. It's a connection he values. One that continues to grow—in the office, and through our PGA TOUR sponsorship.

Steve's now a vice president with Triumph Insurance, an agency that distributes trucking insurance products to trucking companies.

"The majority of truck insurance companies, you've got to go through a managing general agent to get to them. That's a wholesaler. So, there's no real relationship with the insurance provider. That's also the same with the client. They don't really have any relationship with the insurance company.

"Sentry® is unique in that it offers a direct contract with an agent, so there's no middleman. So, the relationship between the agent and Sentry is a much closer working relationship. And Sentry provides safety services—not a lot of companies do that."

That relationship is in part why Steve has placed a large amount of his business with us.

In 2010, Steve joined the agent advisory council at Sentry, and in 2016 was among the first agents to enter our Hall of Fame. Despite having a long history with us, Steve said he still was flattered when Dan Clements, Sentry director of sales for our Transportation business, called to invite him and his wife, Katy, to the Sentry Tournament of Champions on Maui.

In his experience, time spent together with the people he works with helps build trust. "Just like any relationship, the more time you're able to spend together, you get to know each other better and it becomes a true partnership," he says.

"There's a level of trust that if something comes up, we can work it out together."

Property and casualty coverages are underwritten and safety services are provided by a member of the Sentry Insurance Group, Stevens Point, WI. Individual life insurance, group annuities, and individual annuities are issued and administered by Sentry Life Insurance Company, Stevens Point, WI. In New York, individual life insurance, group annuities, and individual annuities are issued and administered by Sentry Life Insurance Company of New York, Syracuse, NY. For a complete listing of companies, visit sentry.com. Policies, coverages, benefits and discounts are not available in all states. See policy for complete coverage details. In New York coverage provided through policy form numbers: (Life Insurance) 390-1000 (SLONY), 390-2003-SLONY; (Group Annuity) 840-300(NY); (Individual Annuity) 380-440.