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Creative Management of Risk

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Consultant fast-tracks to become shareholder at RJF Agencies

Employee benefits consultant PK Ziaja becomes tenth shareholder.

MINNEAPOLIS (September 15, 2009)—After only six years at RJF Agencies, Employee Benefits Consultant PK Ziaja has risen to become a part-owner of the company.

Although she had no insurance experience before joining RJF, PK learned the employee benefits insurance business quickly. “In her six years at RJF, PK has shown the character and leadership that we look for in our shareholders,” said CEO Bill Jeatran. “She truly represents our values and core beliefs, respects her team and co-workers as equals, and has shown consistent sales success.”

The executive team selects who becomes a shareholder. Requirements include meeting sales success criteria, overall leadership skills, and exemplary service of clients’ needs.

About RJF Agencies

Founded in 1986, privately-held RJF Agencies is one of the “Top 100 Brokers of U.S. Business” according to Business Insurance magazine. Its values-driven approach facilitates growth and strengthens companies by reducing the cost of risk for more than 5,000 corporate clients through five offices in Minnesota and Wisconsin. Its services include employee benefits, commercial insurance, alternative risk programs, loss prevention, claim management, human resource consulting, health management and financial services. In 2009, RJF was awarded the Minnesota Business Ethics Award. More information is available at www.rjfagencies.com.

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