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**FOR IMMEDIATE RELEASE**

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## **Drake Joins Smart Choice<sup>®</sup> as Vice President of Corporate Strategy**

HIGH POINT, NORTH CAROLINA (September 14, 2017) – Smart Choice<sup>®</sup> has named Carol Drake, as the company's new Vice President of Corporate Strategy.

Drake formerly had an extensive career with Grange Insurance where she held the roles Vice President of National Accounts, and Vice President of Marketing during her 15-year tenure at the company. Smart Choice seeks to employ her expertise in strategic planning, sales growth, and profit management as she works with the company's carrier partners to maximize profitability for both its carrier and agency partners.

According to Smart Choice<sup>®</sup> President Andrew Caldwell, the addition of Drake highlights Smart Choice's steadfast goal of being an effective, growth-oriented partner to both carriers and agencies alike. "She brings a diverse background of experience in sales, marketing, and strategic planning, as well as the benefit of a perspective from the carrier side of the industry." Caldwell said. "Carol had many great organizations she could have chosen and we are blessed and excited to put her vast skill-set to use, and welcome her as part of our Smart Choice family."

Of her decision to join Smart Choice, Drake said, "It's an amazing opportunity to join a company that continues to add new agency partners at a record setting pace and deliver quarter-over-quarter double-digit revenue growth. I look forward to partnering with our agency and carrier partners to align our growth goals and assure our mutual long term success."

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Drake will join a dynamic leadership team at Smart Choice as they continue to grow, having just added their 804th new agency partner this year, bringing the total number of agency partners to just over 6,000.

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*The Smart Choice<sup>®</sup> Agents Program is a wholly-owned program of Worldwide Insurance Network, Inc. (WIN), headquartered in High Point, North Carolina. They currently serve 6,000 agency partners in 44 states. For more information, visit [www.smartchoiceagents.com](http://www.smartchoiceagents.com).*

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