



Michele Chitwood, CIC
Account Executive

Michele entered the insurance industry in 1988 after graduating from Indiana University with degrees in both Marketing and Business Administration. Over the course of her career, Michele has gained valuable experience in the areas of underwriting, sales, marketing, management and risk management.

She began her career with Indiana Insurance Company as a commercial lines underwriter. In this position, Michele was responsible for analyzing potential new accounts, pricing

those new accounts and working with agencies across the state in placing business with Indiana Insurance. She also maintained a large book of commercial business. After several years with Indiana, Michele took a position as a marketing representative for Hoosier Insurance Company. In this role, she was responsible for sales, underwriting, agency relations and managing a large book of business.

In 1996, Michele joined Waterfield Insurance Agency as a sales associate. Armed with many years of commercial experience on the company side, she flourished on the agency side of the business. Her knowledge of coverage and policy forms was a valuable asset in building a large client base. In 2003, she was named Vice President of Waterfield Insurance Agency. In this new role, Michele was not only responsible for sales, but was also involved in many phases of management and budgeting within the agency. Waterfield sold their agency late in 2006 and Michele joined McGowan Insurance Group as a commercial sales executive.

Michele has obtained a Certified Insurance Counselor (CIC) degree and an Associate in Underwriting (AU) degree. She received the award for Academic Excellence for the AU program. This is only given to the top four students nationally. She also served as Valedictorian, was on the National Honor Society, the Society of Distinguished American Students and the Deans Honor List. Michele was given the Altrusa Merit Award, which is given to the top female student. She is also a member of MASOMA, an Honorary Academic Society.

In 2004, Michele was honored with the prestigious award of "Agent of the Year" for the state of Indiana from the Independent Insurance Agents Association.

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