



## St. Cloud Allstate agency named Agency of the Year



Vicki Ikeogu, vikeogu@stcloudtimes.com 1:13 p.m. CDT September 9, 2015

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A St. Cloud-based Allstate agency has been recognized as Minnesota's 2015 Allstate Agency of the Year.

Owner Tony Jarousek was honored for his agency's growth, customer retention and customer service throughout 2014.

His agency was up against 110 agents throughout the state.

"It really hits home for us," Jarousek said. "It means what we are doing matters."

Jarousek has worked with Allstate for about 10 years. Most of that time has been spent as a member of the insurance company's licensed support staff.

In April 2013, Jarousek became an agency owner. His Allstate office is located at 606-25th Ave. S, Suite 108.

Since opening his own agency, Jarousek and his team of three employees have experienced 22 percent revenue growth.

Jarousek said he attributes that growth to his team's commitment to customers.

"We have a good work ethic," Jarousek said. "We are open 44 hours a week. We are open on Saturday. We are open until 7 p.m. two days a week. And we make ourselves available to our customers."

Jarousek said that commitment has also led his agency to experience a near 90 percent customer retention rate.

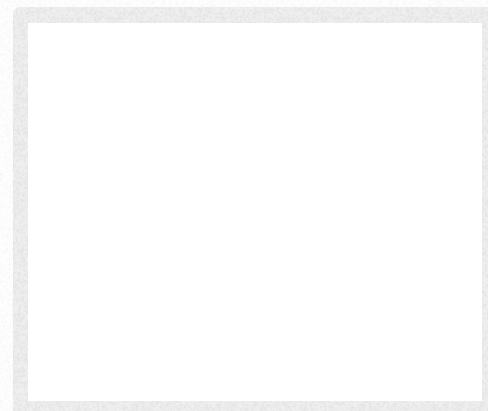
"That's equally as important as growth," he said. "It is making sure our customers are happy."

In addition to the Minnesota Agency of the Year award, Jarousek and his agency have received the Inner Circle Elite award. This award recognizes Allstate agents for growing their agencies and providing excellent customer service.

"We are pretty excited about that," he said. "We are trying to set ourselves apart from the rest of the competitors and go above and beyond. That's been our mission and our vision."

Jarousek said with the continued growth he may consider adding to his staff or even adding a second location. However, those plans have not been finalized.

"We just want to continue to grow and serve our customers as we have been," he said.



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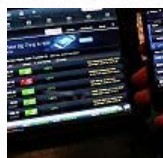
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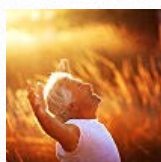
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