

## NEWS RELEASE

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### **Norman-Spencer Agency Names Mark Yearn To Head Recreational Marine Program**

**Dayton, Ohio, June 16, 2008** - Norman-Spencer Agency, Inc. today announced Mark Yearn has joined the company as National Program Director–Recreational Marine. He will oversee Norman-Spencer’s H2O Headings Program, which serves Boat Dealers and Marina Operators across the country.

Mark Yearn, a respected marine insurance expert, brings almost 30 years of insurance experience to his new position. Prior to joining Norman-Spencer, Mark owned a marine insurance services agency. He currently serves as a board member of the Association of Marine Industries, where he chairs the U.S. Legislative Affairs Committee. The author of *Marina Dockage Magazine* and an editorial advisor, Mark is a frequent speaker at the International Marina and Boatyard Conference, Army Corps of Engineers, National Marine Bankers Association, and Kentucky/Tennessee Marina Operators Association, earning him the reputation as an authority on marine insurance coverages and products.

“I am excited to join an organization and group of people which have continually impressed me over the years for their intelligence, professionalism, and commitment to building long-lasting relationships,” Mark commented. “The marine industry offers us a real opportunity to serve this expanding market. I look forward to significantly growing the Norman-Spencer H2O Program nationwide.”

“Mark has extensive knowledge of marine insurance, as well as invaluable experience in developing unique programs to serve this industry,” said Brian Norman, Vice President of Norman-Spencer. “His successful brokerage background, plus years of affinity sales and developing specialty programs for marinas and boat dealers will be a valuable addition to the success of Norman-Spencer Agency.”



### **About Norman-Spencer**

Norman-Spencer Agency, Inc. is a leading provider of property and casualty insurance services to clients countrywide, and has been developing and administrating industry-specific programs since 1981. Licensed with over 50 excellent-rated insurance companies, Norman-Spencer writes in excess of \$150,000,000 in premium annually. The agency provides comprehensive, competitive programs and general wholesale insurance services that address the insurance needs of selected niche markets and a dedicated distribution network of over 1,000 agents.

For more company information, please contact Marilyn Marx at [marilynmarx@norman-spencer.com](mailto:marilynmarx@norman-spencer.com)

