



News Release

For Immediate Release

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UPAC Expands Their Coverage in The Mid-Atlantic States... Tom Smith Joins Team



Tom Smith

Kansas City, MO. – December 12, 2008. UPAC Premium Finance (UPAC®), an innovative leader in the insurance premium finance industry, announced today that they are expanding their marketing coverage in the Mid-Atlantic States with the addition of Thomas Smith to their relationship team. Based in Concord, North Carolina, Mr. Smith joins the company as Regional Vice President of Marketing for North and South Carolina.

Smith, a life-long resident of North Carolina, is a 25⁺-year veteran in the insurance industry and brings a broad range of local, agency and association knowledge to the position. He began his career in the early 80's with Travelers Insurance and became an Agency Owner in the mid 1990's marketing AllState property / casualty and life products. In 2000, Smith sold his agency to join FirstComp Insurance Company as their Regional Sales Manager. He is a well-known and respected member in the insurance community in that region for over two and one half decades.

“We are excited to have Tom as a member of our family,” said Kurt Huffman, UPAC President and CEO. “He has worked with literally thousands of agencies in North and South Carolina and has developed extensive, long-term relationships with these agencies that fit well with our client-centric focus and ‘Old-Fashioned Service With Leading-Edge Technology’ culture.” Huffman went on to say, “Finding associates who value our company’s culture and belief in flexibility and high end service is very important to us, our clients and their insureds. In addition, Tom brings a very unique perspective to this position having been both a successful agent and a vendor in this industry.”

UPAC is one of the nation’s largest insurance premium finance companies servicing independent insurance agents across the country. Known for its *Old-Fashioned Service with Leading-Edge Technology*, UPAC enjoys a company culture that places both their agency clients and associates first. UPAC is based in suburban Kansas City and was recognized as one of Kansas City’s Top 10 Small Businesses of the Year in 2004 and 2005.

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