

## **Alan Burton**

The best advice Alan ever received was from his father, *“Be up front and honest with everyone you meet.”* These are words that Alan has lived by all his life – and this is how Alan interacts with every one of his valuable clients. Alan really enjoys guiding people on their specific insurance needs – he is always willing to offer his clients the best coverage at the right price. What Alan also loves are all the great people that he has the opportunity to meet – and creating quality relationships with agency customers. Alan has been in the insurance industry for 29 years and he specializes in commercial accounts. Alan in the past had operated a sheetrock laying company. He says that’s probably why he enjoys working with contractors so much.

Alan enjoys foibles, and as Alan points out, these foibles surface in many strange ways. He recalls an insurance claim that came about with a motor home, the owner, and misused cruise control. As the case goes, the first-time 65 year-old male motor home owner was on a trip in his new motor home. As fate would have it at one point as he was driving on the trip he got hungry. We are all able to relate with being hungry. He decided to set the cruise control and go in back to make a sandwich – while the vehicle was in motion. The vehicle did not remain in motion much longer and needless to say the motor home was totaled in the ensuing accident. You’ll be surprised to know that the 65 year-old-driver won his case. Alan says, *“It was this case that caused auto manufacturers to revise the term cruise control on vehicles to speed control.”*

**Visit Alan at Great Northern Insurance. He will give you the best deal possible on your commercial insurance needs.**