



MEET 2020-2021  
Vice President/Finance Chair  
**Steve Wilkins, CIC**  
Wilkins & Associates Insurance Services

Greetings, I am Steve Wilkins and I am the NIIA Finance Chair for the 2020-2021 term.

I am also a principle at Wilkins & Associates Insurance Services in Reno. Our family owned and operated agency was founded in 1989, but its roots date back to 1948. I am a 3<sup>rd</sup> generation insurance professional and began my career with the agency in 1997. Our agency is primarily a commercial lines property casualty agency, and while we have a broad spectrum of clientele, we have built an emphasis in the contracting space over the years.

I am beyond blessed to share life outside of work with my wife, Hannah, our son Drake (13), and two

daughters, Naomi (11) and Autumn (9). Hannah is the definition of beauty, charm, and enthusiasm. She possesses a logistical prowess with the kids' schedules that was previously unknown to humankind, and she is my constant reminder that there are always enough hours in the day to get it done. Our kids are our life and motivation. When we are not in the middle of a pandemic, most of our time away from work revolves around their activities where we have made some great connections and met some wonderful families over the last 4-5 years.

While on the NIIA Board since 2015, I have had the pleasure of serving on four committees. Each committee has a function and purpose, and it provides a certain satisfaction when an objective is reached. My participation in the state legislative process in 2017, and more particularly in 2019 has been most rewarding. I was previously unaware that our membership had a tremendous voice in Carson City. We are outspent by several magnitudes compared to other trades groups, such as the trial lobby, but our engagement with our lawmakers can and does make a difference and cannot be emphasized enough. The advocacy provided by the NIIA here in Nevada, and the IIABA and the national level, is second to none, and is typically done behind the scenes without much fanfare. As we approach the 2021 Legislative Session here in Nevada, I would ask that our membership consider joining us for our Day on the Hill in Carson City. We may not have the ability to outspend our industry opponents, but our relationships and strength in numbers is invaluable. Please consider joining us for this terrific event where we engage with our lawmakers to make a difference and perpetuate our industry.

Like everyone else, I am hopeful that we are closer to the end of this pandemic than the beginning, and that we will get back to business as usual very soon. When that time comes, I look forward to seeing many of you at future NIIA events, and the Day on the Hill in Carson City in the spring of 2021. Thank you for your membership to great organization.

***Steve Wilkins***