



MEET 2020-2021  
Director/Legislative Chairman  
**Scott Menath, Managing Partner**  
Menath Insurance an Alera Group Agency, LLC

Menath Insurance has been in business since 1981 focusing on all lines of Property and Casualty Insurance. We have a dedicated, almost bespoke or boutique feel for our clients. We believe that we have the expertise when it comes to luxury homeowners' policies as well as many other facets of insurance. Currently we have 4 locations and 25 employees. Incline Village has always been our focus as my father Mike had worked hard to build a strong reputation in the community and industry. Given the geographic nature of Lake Tahoe, high value homeowners were a natural progression for our business. Now with a location in Reno, focusing primarily on commercial business, Susanville, California, focusing on agriculture and small town commercial and residential, and South Lake Tahoe,

focusing on both personal lines as well as commercial, we feel that our agency has a rounded knowledge of all lines of coverage including health insurance.

I was born into the insurance industry. My father started an agency in Incline Village in 1981. My title is Managing Partner as we are a legacy agency, and I am transitioning into the Principal role. I have been in the industry for 11 years and took my first job in the insurance industry working for a carrier in Omaha, Nebraska. I started as a Marketing Representative and then was promoted to a Territory Manager for the New England Region based out of Rhode Island. I was blessed and fortunate enough to be honored as the Sales Representative of the Year in West Virginia where I would travel often.

Menath Insurance is truly a family affair as my father and mother had worked together for 35 years in the business. Now I am continuing with that tradition with my lovely wife of 10 years, Ashley Menath. We have two boys: Stetson (5) and Shepherd (2), three dogs, a cat, and two goats. Family is the most important thing to me, and I was originally drawn to this career as my father never missed out on being a fantastic family man. In my free time I enjoy hunting, fishing, camping, woodworking, and sports of all kinds.

Currently my role with the NIIA is the Legislative Chair. Though I have sat as a director and on many committees for the NIIA over the past 7 years, this is the job I have been waiting for. I have a degree in Political Science and was fortunate enough to spend a semester at Georgetown University while completing an internship with a U.S. Congressman on Capitol Hill. Previously, I served as the Young Agent Chairman, the Tradeshow Chairman, the Convention Chairman, and the InsurPac/NIIPAC Chairman. I was thrilled to contribute to these roles and see the State of Nevada Receive the Eagle Award from the National Big 'I'.

I am pleased to have been part of this organization for as long as I have been on the agency side of the insurance industry. Of all the industry organizations the NIIA stands alone as being exemplary in every way. Our work on legislation, both in Nevada as well as the Federal issues, has gotten us noticed by politicians as well as our National Organization, the Big 'I'. We have had two local agents who have held

the National Young Agent Chairperson's seat as well as phenomenal leaders both on Capitol Hill and in our communities. It is important to be involved as professionals, as to not let our industry dictate us, but what we as professionals dictate to the industry. After all, we are the front lines of insurance delivering claims checks, being there in times of need for our clients and meeting with them face to face.

The NIIA hosts and takes part in many fantastic events. A special event for me has always been to deliver on a Make-a-Wish dream for terminally ill children. Sometimes, as we all know, insurance can be a thankless job. People view our industry as just taking premiums, raising rates, and not realizing a claim. When I am able to deliver on promises and change lives it quickly makes all the hard work worth it. That is the feeling I get when I have participated with Make-a-Wish through the NIIA.

One thing people may not know about me is that my dog was invited and competed in the Westminster Dog Show in New York City. It was not my intention to ever have a "show dog" but being the competitive spirit I am, I have enjoyed participating and competing in these events for the last 6 years.

Feel free to email [Scott](mailto:Scott) to find out how to get more involved in the NIIA.