



Owner Bry Shields and Ashley Victory are pictured at the insurance agency's Mobile office. The company also has an office in Birmingham and their third employee, Matthew Castro, is based in the Philippines. *Photo by Jeff Tesney Photography*

## SHIELDS INSURANCE SPECIALIZES IN STARTUPS

Three years ago, **Bry Shields** made the decision to open his own insurance agency. From there it has grown to include locations in both Mobile and Birmingham. With three full-time employees, **Shields Insurance Agency** is licensed to write property and casualty insurance for clients across the Gulf Coast, from Texas to Florida, and into Tennessee. This includes commercial and personal insurance.

Shields Insurance Agency is the Mobile Area Chamber's Small Business of the Month. "I have many clients I would not have if it weren't for my involvement at Chamber events," said Shields.

He says some of the agency's primary specialties – industries in which they are the most competitive – include construction and contractors, real estate (landlords), healthcare providers, restaurants/food service, nonprofit/religious, auto services,

retail store and ecommerce, manufacturing and distribution, marine and professional services.

Shields Insurance has also found a niche in startup businesses. "As you start your business, it's important to cover yourself and your team for the potential risks that come with it," Shields says. As a business owner, if you don't have insurance coverage, you'll have to pay out-of-pocket for any damages or legal claims made against you, and that's the last thing you want when starting up."

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He says startup insurance policies businesses need to consider are a business owner's policy, general liability, commercial property insurance, worker's compensation, commercial auto, flood and umbrella, and professional liability. Shields works with clients to help them evaluate their risks, apply for coverage and review quotes before issuing coverage.

Potential and existing clients can stay up to date with the latest trends in insurance and more by subscribing to the company's blog, social media and YouTube channel, where there's information ranging from tips to keep a company safe from cyber-attacks to the best risk management strategies to what millennials need to know about life insurance.

In the community, Shields has been actively involved in raising money and awareness for several nonprofits, including this spring when he worked with Feeding the Gulf Coast on a project to provide food for school-aged children and their families. "As a company, we provide an annual donation of our profits to a selected charity," Shields said. In 2018, it was Dumas Wesley, and last year it was Via! Health, Fitness, Enrichment.



Photo by Jeff Tesney Photography

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# Happy Holidays

During this magical time of year, full of hope and love, we're reflecting on all the reasons why we're thankful to be a part of your community. We extend tidings of comfort and joy to you and your loved ones this holiday season and look forward to a new year of serving you.

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