



## Changes Coming: *It's Been A Great Run!*

Ken Roberts

Back in 2004, AACT and USI formed a partnership to fill the void created by the exit of the former insurance agency as the endorsed insurance provider for AACT member theatres. Many members were confused about where to place their loyalties because the former agency started up their own separate theatre program which had no allegiance to AACT. There was no fanfare, other than an article introducing USI (known as Summit Global Partners at that time) as the new AACT-endorsed insurance provider, and the insurance policies automatically stayed with the former agency, with or without the theatres knowledge or consent. That is the root of our humble beginnings with AACT.

Fast forward just over a year, and the small regional brokerage firm of Summit Global Partners is acquired by the national brokerage firm of USI, which begins a new long-range strategy for small business development in the U.S. Here we are, another 13 years later, and USI has now set up regional service centers for their small business policies, defined as those that generate less than \$5,000 per year in commission, which constitutes the entirety of USI San Angelo's book of theatre accounts. The problem is that those service centers don't have the theatre experience nor expertise to properly service our book of business, so it became our goal to assist AACT with the transition of our accounts to another agency with the same experience, knowledge, and dedication to the community theatre world that we have had for the past 14 years.

It is with a heavy heart that we must bid farewell to our wonderful friends and neighbors in the nation's community theatre insurance universe, yet we are also excited to announce that the baton will pass from one theatre lover to another, as AACT has agreed to a partnership

with the King Insurance Group of Gainesville, Texas. This agency has a special place in my heart, as the co-owner of the agency is Nikki King, who I've known for nearly 32 years. Nikki grew up in community theatre, literally spending time in theatres since before she could walk. As she grew old enough to participate, she was very active in youth theatre classes, workshops, and productions. Later, she took some time away from theatre to start her new life as a wife, mother, and business owner and operator. Now, she's back in the theatre on a regular basis, as a volunteer on and off the stage, where two of her five children are actively participating in youth theatre (yes, I said five children!).

You might ask how I know so much about Nikki and her family, as well as her love of all things theatre, and my answer is simple. Nikki King used to be Nikki Roberts, and if that last name sounds familiar to you, she is my daughter, and those beautiful little girls on the stage these days are my granddaughters, Paytyn and Addy.

In the meantime, USI will continue to service and renew the accounts of our loyal theatre members until October 1 of this year. From that day forward, the service and renewals of those accounts will begin the seamless transition to the King Insurance Group. My son-in-law, Grice King, was an active partner in the agency with his father until his father's untimely passing several years ago. Now, he and Nikki will be teaming their insurance business with their theatre knowledge, just like I did with Summit Global Partners over 14 years ago. You'll be in good hands my theatre friends, but don't hesitate to give me a call if you need anything. I'll always be happy to help. ♦

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