

# American Ingenuity Comes Through Again!

In past columns I have expressed concern for the significant exodus of insurance talent that will be leaving our industry over the next several years. These are very bright and talented individuals who have vast amounts of knowl-

neurs and you have the recipe for a new and exciting business solution. That new and much needed business solution is WAHVE, Work At Home Vintage Employees. The brainchild of Sharon Emek, PhD, CIC and her partners this



Jamie Deapo

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edge and experience and their departure will leave a huge hole in our industry.

At the same time I have also written about the serious situation we have as an industry in attracting young talented individuals to pursue a career in insurance. Insurance as a profession is not very glamorous and as many people currently in the industry will tell you it was not by design that they ended up in an insurance career. Attracting and holding on to talented young people in the insurance industry is a problem that I don't believe anyone has solved yet.

On a seemingly unrelated front many recent and soon to be retired individuals are finding that their retirement planning has been thrown for a loop due to the financial upheaval in the economy. The plans they made for an income stream that would allow them to retire comfortably and enjoy their "golden years" have been turned upside down. Many have had to make the decision to work after retirement, even if part time, in order to make their plans come true.

Throw into this mix of issues some very smart and forward thinking entrepre-

service brings together highly talented and experienced remote staff with agencies that have staffing needs. This is the only U.S. based temporary staffing solution that I am aware of. There are several remote staffing services available in India and China however neither of them can offer the level of knowledge and expertise an agency would get from staff provide by WAHVE. In addition, WAHVE's pricing structure is very competitive in relationship to the foreign based staffing solutions and allows us to keep this work here in America where it belongs.

WAHVE offers agencies many benefits including minimal start-up costs and time, significant savings based on hiring, training and managing costs and access to highly qualified, trained and experienced staff. I would encourage any agency in need of full or part time staffing to explore WAHVE as a potential solution. You can get more information on this timely and innovative business solution by going to [www.wahve.com](http://www.wahve.com) or by contacting Sharon Emek by phone at (646) 807-4372 or by e-mail at [sharon.emek@wahve.com](mailto:sharon.emek@wahve.com). [JA]

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