

Trent Bondy

Vice President, Sales Manager
LUBA Workers' Comp

First job

A childhood friend and I had a grass cutting business in our neighborhood growing up. It turned out to be a great lesson in entrepreneurship and hard work. Also, the best part about making our own schedule is that, during the summer months, we'd cut grass in the morning, then ride our bikes to the local, municipal golf course and play golf till dark!

Education

High school education at Catholic High in Baton Rouge. Bachelor's degree at Southeastern Louisiana University.

Family

My father is the CEO and began LUBA Workers' Comp in 1991. My sister works for the company in our advertising and philanthropic outreach roles. I have two sons and one daughter.

Current position

I'm the Vice President and Sales Manager at LUBA Workers' Comp. We write workers' compensation coverage through independent insurance agents in Mississippi, Louisiana, Arkansas, and Texas. We are a small sales department in number of people, but we stay busy and cover a lot of ground!

Describe what you do in your position

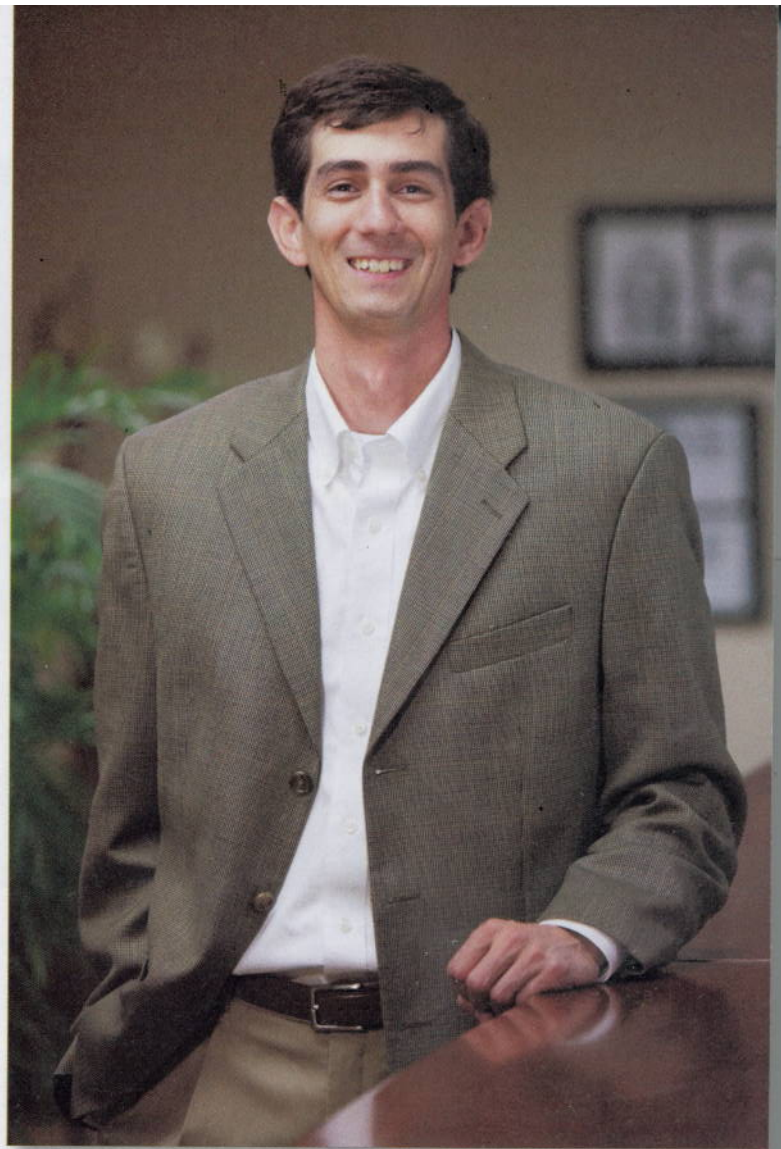
To start off with a cliché: we believe the insurance business is still a people business. Because we don't write insurance direct to the policyholder, we rely on our relationships with our agents and, in turn, their relationships with their customers. As a sales department, it is our job to remind our agents that LUBA is a long term, stable home for their workers' compensation business. As an independent agent, they also have other good options for workers' comp coverage. But, as I jokingly say, there's plenty of business to go around.

How did you become interested in your career field?

I was born into it. I was raised seeing how passionate my dad is about this business. Once I came to work at LUBA, I learned there were plenty of reasons to be interested in my career. We've got a wonderful staff of people that I love being around each day. In the unfortunate event of a workplace injury, we are integral in assisting that employee back to being healthy, and we have a great network of agencies that I enjoy doing business with.

What you like least about your job

Unfortunately, people do get hurt on the job and these injuries affect families, lifestyles, and jobs. But, in the end, we work hard with doctors, employers, and agents to get these injured workers back to 100%.



Goal you have yet to achieve

Personally: I still have plenty national parks to visit. I've been to many of them; they are true treasures of our country. Professionally: Our company continues to grow, and I consider it a goal to continue doing my part to push our company forward in an ever-changing insurance environment.

Best business decision you have ever made

I think our decision to begin writing coverage in other states was a really good one. We had written workers' comp exclusively in Louisiana until 2010. The relationships we've made and the growth we've seen since then has been enjoyable.

Worst business decision you have ever made

Yikes...I'm not sure. I think the worst decision that can be made is to realize you've made a bad decision and stubbornly stick to it. Plenty of bad decisions get made; it's what you do about it that matters.

Best business advice you have been given

I've been fortunate to be surrounded by a lot of good people with a lot of good advice. But maybe the saying "discretion is the better part of valor." Meaning that it's one thing to be fearless and to charge into battle but, most of the time, you better think before you act or speak.

DBJ