

**NEWS from  
TrueNorth Companies, L.C.**

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FOR IMMEDIATE RELEASE  
January 2021

### **TrueNorth Leaders Recognized Among Insurance Journal's Top Producers**

Cedar Rapids, IA — Two practice leaders in TrueNorth's transportation division, Peter Berg and Trent Tillman, are among Insurance Journal's 2020 Agents of the Year.

The report features 25 individuals who define what it means to be a successful independent agent. As 2020 honorees, both Berg and Tillman have achieved impressive success in sales and demonstrated laudable business intelligence and entrepreneurial skills. This recognition speaks to their passion for the transportation industry and commitment to specialization.

"I am humbled by this recognition from Insurance Journal," Tillman said. "That said, praise is due to our entire team of talented professionals and their efforts to consistently deliver value to clients that extend beyond the policy."

As the division's executive vice president, Tillman's book of business is completely transportation-focused and includes many top 100 motor carriers. Berg also brings industry value through specialization. Over the course of Berg's 13-year career, he and his team have successfully developed a micro-niche practice designed to support the unique needs of the growing final mile sector. In total, transportation accounts for approximately 40% of TrueNorth's total revenue.

"I am so incredibly proud to see Trent and Peter on this list," said Jason Smith, President and CEO of TrueNorth. "2020 has been a challenging year for the transportation industry and they have risen to the occasion, offering transportation companies and drivers the tools and resources to keep this country moving forward."

For more information on this accolade, contact Kirsten Smith, Vice President, Marketing & Brand Strategy.

## **About TrueNorth**

TrueNorth® is an entrepreneurial insurance and financial strategies firm focused on providing integrated solutions. Headquartered in the Midwest with locations throughout the country, our firm specializes in assisting transportation businesses and drivers with customized solutions that meet their insurance and financial needs. Learn more about us by visiting [www.truenorthcompanies.com](http://www.truenorthcompanies.com).