

Keith O Wilts, CPCU, CIC

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Keith's primary focus is to provide education and support to the insurance community in the understanding and application of business coverages at the time of loss.

He previously served as president of Professional Training Associates, Inc. (PTA), a national education management, and training company for 24 years.

He holds the CIC and CPCU designations and has over 40 years of experience involving production and consulting activities on commercial, personal, and farm insurance.

The opportunities to use his experience and knowledge to provide support and assistance are as varied, challenging, educational, and rewarding as the agents, brokers, attorneys, insurers, and consumers with whom he has worked.

1. From the business owner who learned the hard way how lack of ordinance or law coverage could change your life,
2. To the contractor who discovered that just because you pay an insurance premium based on the cost of the work you do does not mean that you actually have coverage for the damage to the work you do,
3. To Puerto Rico after the devastation of Hurricane Maria where Keith worked with brokers, insureds, and carriers to sort out, document, and secure payment for multi-million-dollar business income claims.

Keith is a member of the National Faculty for the Society of Certified Insurance Counselors (CIC) and Ruble Graduate Seminars. He serves as the CIC Education Consultant for the Missouri Association of Insurance Agents. He frequently serves as the CIC Education and Seminar Consultant on behalf of the Society of CIC and the National Alliance throughout the U.S.

He previously served as Director of Education for the Independent Insurance Agents of Kentucky, on the National Education Committee and the National ACSR Exam Review Committee for the Independent Insurance Agents of America, the License Administration Committee for the Kentucky Department of Insurance, and as Education Chairperson for the Kentucky Chapter of CPCU.

Keith has spoken to numerous industry trade associations and business organizations on risk management and insurance, including Independent Insurance Agent and Professional Insurance Agent Associations, National Association of Insurance Women, the National Association of Retail Appliance Dealers, and state Association of Heating, Ventilation & Air conditioning (HVAC) Contractors.

Marketing, Education, and Corporate Planning responsibilities with Grinnell Mutual Group. His responsibilities included management of all professional development programs that included more than 4,000 participants per year.