

Thomas J. Egan
Winnebago County Board Chairman



Winnebago County
The Wave of the Future

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E-mail: Tom.Egan@co.winnebago.wi.us

TO: Winnebago County Board of Supervisors
FROM: Chairman Thomas Egan
DATE: November 21, 2023
RE: Appointment to Supervisor District No. 34

Subject to your approval, I am appointing Edward S. Jeziorny, 5439 Reighmoor Road, Omro, Wisconsin, to Supervisor District No. 34. Mr. Jeziorny will complete the unexpired term of Jeffrey Beem who has resigned from this position. Mr. Jeziorny's term will begin immediately and end on April 16, 2024.

Thank you in advance for your approval of this appointment.



Edward Jeziorny

920-685-5836

Ed.Jeziorny@Gmail.com

Omro, WI 54963

SUMMARY

Goal-oriented professional effective at dealing with individuals during stressful and confusing situations to address benefits needs and navigate difficult situations. Practiced at working with regulatory limits and department standards to handle requirements via email, letter, telephone calls and in person. Offering 30-year background generating new business by selling various insurance plans.

SKILLS

- Microsoft Excel
- PowerPoint
- Outlook
- Access
- Word
- Works
- Customer Service Experience
- Expertise in Sales
- New Business Development
- Customer Retention
- Insurance Sales Strategy
- Customer Needs Assessment
- Account Management
- Proposal Preparation
- Customer Service
- Client Retention
- Consultative Sales Techniques
- Risk Management
- Licensed Pilot

EXPERIENCE

Insurance Sales-Independent Agent

Omro, WI

E.S.Jeziorny Insurance/ May 2013 to Current

- Sales of property, casualty, life, annuity and health insurance, including meidcare supplemental coverage.
- Assisted clients in selecting the most suitable insurance policies for their needs.
- Created and maintained detailed records of client interactions and policy information.
- Negotiated with underwriters to modify existing policies or create new ones.
- Utilized a variety of communication methods to ensure clients were kept up-to-date on coverage changes.

Consumer Product Specialist-Sentry Insurance

Stevens Point, WI

Sentry Insurance/ May 2003 to Aug 2013

- Sales & Service of Personal lines insurance, including property, casualty, life, annuity and health insurance, including meidcare supplemental coverage
- Provided technical support for customers in resolving complex issues.
- Organized client meetings to provide project updates.

Insurance Sales-Independent Agent

Omro, WI

E.S.Jeziorny Insurance/ Nov 2000 to May 2003

- Sales of property, casualty, life, annuity and health insurance, including meidcare supplemental coverage.
- Assisted clients in selecting the most suitable insurance policies for their needs.
- Created and maintained detailed records of client interactions and policy information.

- Negotiated with underwriters to modify existing policies or create new ones.
- Utilized a variety of communication methods to ensure clients were kept up-to-date on coverage changes.

Assistant to District Sales Manager

Fond du Lac, WI

Big Lakes Agency/ Mar 1999 to Nov 2000

- Reporting to district manager for Rural Mutual Insurance Company and Farm Bureau Life Insurance Company
- Responsible for the day to day operations of an Insurance Agency involved with sales of Property/Casualty Products, Life Insurance, Variable Products including Mutual Funds
- Established and maintained a training program for Mutual Funds
- Was directly responsible for the Agency receiving the Agency of the Year Award from Rural Mutual Insurance Company by helping improve Variable Products Sales.
- Organized and maintained filing systems for documents and records.
- Assisted in the preparation of reports, presentations and correspondence.
- Scheduled meetings, appointments and travel arrangements for staff members.
- Provided administrative support to senior management team.
- Answered incoming calls, responded to emails, faxes and other inquiries from customers.
- Compiled data into spreadsheets for analysis or reporting purposes.
- Assisted with event planning activities such as conferences or seminars.
- Coordinated special projects as assigned by management staff.

Flying Start Administrator

Oshkosh, WI

Experimental Aircraft Association/ Dec 1997 to Mar 1999

- Reporting to the Vice President of Chapter Relations
- Responsible for working with Chapter leaders in implementing "Learn to Fly" Programs and encouraging individuals to follow their dream to fly
- Developed and created brochures outlining program
- Facilitates program internally and recruits program coordinators from over 970 Chapters
- Authored and published bi-monthly articles specific to Flying Start
- Implemented database management system and generated follow up tracking system of potential pilots for chapters internationally
- Launched Flying Start from a seminar-based program to pro-active member flying activity
- Presented program and organization information at international conferences
- Developed Flying Start website which provided resource information to members and potential pilots
- Coordinated more than 30 volunteers for annual air show and convention
- Still actively involved on a volunteer basis for this program.
- Answered incoming calls and responded to member inquiries.
- Assisted in the development of new administrative systems, procedures and policies.
- Coordinated meetings, conferences, travel arrangements.

- Prepared reports on various projects for management review.
- Compiled statistical data from a variety of sources for analysis purposes.

Insurance Agent and Financial Planner

Wautoma, WI

E.S. Jeziorny Insurance/ Mar 1992 to Nov 1997

- Responsible for selling property, casualty, life and health products as an independent contractor for Rural Mutual Insurance Company and FBL Marketing
- Awarded Agent of the Month ten times over 5 year period through FBL Marketing; recognized in the top 10% of insurance producers for companies listed with; awarded Personal Lines Leader in 1997 for significant sales
- Assisted district manager in development and training of new agents
- Received Rookie of the Year award in 1993.
- Developed and implemented comprehensive insurance plans for clients according to their individual needs.
- Assessed customer risk levels and recommended appropriate coverage options.
- Conducted research to identify competitive rates and benefits offered by other providers.

Sales Manager

Appleton, WI

Behm Motors/ Jun 1991 to Feb 1992

- Reporting to the General Manager
- Responsible for penciling car negotiations for 30 sales people
- Arranged for title, financing and insurance paperwork.
- Developed and implemented sales strategies to increase market share in the automotive industry.
- Identified and developed new markets for products or services.
- Created and presented monthly reports to management on sales performance.
- Monitored industry trends and competitor activities to stay ahead of the competition.
- Collaborated with marketing team to create promotional materials for target customers.

Business and Finance Manager

Fond du Lac, WI

Doucas Motors/ Aug 1987 to Feb 1991

- Established relationships with banking partners to secure favorable terms on financing arrangements.
- Promoted finance products to customers and sales force to increase penetration.

1st Assistant to Vice-President of Food & Beverage Operations

Chicago, IL

Midway Management Group/ Mar 1983 to Jul 1987

- Compiled information from multiple sources into concise reports summarizing relevant trends or patterns in the food and beverage industry.
- Maintained accurate records of departmental expenses by reviewing performance reports and financial data.

- Interfaced with vendors regarding supply orders and negotiated pricing contracts where necessary.
- Processed payrolls for employees on a bi-weekly basis using specialized software programs.
- Conducted research projects related to the organization's goals and objectives.
- Analyzed business operations to identify areas of improvement and implemented corrective actions accordingly.
- Acted as liaison between internal departments when necessary to facilitate effective communication.
- Ensured compliance with applicable laws, regulations, policies, and procedures at all times.

Food & Beverage Controller

Berkely, CA

Clairemont Resort Hotel/ Nov 1980 to Feb 1983

- Developed and implemented effective internal control systems to ensure compliance with company policies and procedures.
- Created financial reports for senior management, board of directors and external auditors in accordance with generally accepted accounting principles.
- Analyzed financial data and generated accurate financial statements on a monthly basis.
- Reviewed journal entries for accuracy and completeness.
- Managed the preparation of budgets, forecasts, cash flow analysis, trend analysis and other related activities.
- Developed strategies to improve profitability by analyzing current trends in revenue and expenses.
- Performed detailed variance analyses between actual results versus budget and forecast estimates.

Corporate Food & Beverage Controller

Chicago, IL

Playboy Resorts International/ Feb 1975 to Sep 1980

- Developed and implemented effective internal control systems to ensure compliance with company policies and procedures.
- Created financial reports for senior management, board of directors and external auditors in accordance with generally accepted accounting principles.
- Analyzed financial data and generated accurate financial statements on a monthly basis.
- Reviewed journal entries for accuracy and completeness.
- Managed the preparation of budgets, forecasts, cash flow analysis, trend analysis and other related activities.
- Coordinated month-end closing process in order to meet tight deadlines.
- Developed strategies to improve profitability by analyzing current trends in revenue and expenses.
- Monitored accounts receivable and payable activity to ensure proper reconciliation of accounts.

- Provided support during audits conducted by outside agencies or internal audit teams.
- Oversaw month-end closing process, prepared financial statements and managed advanced reconciliations.

Police Officer

Twin Lakes, WI

Twin Lakes Police Department/ Jun 1973 to May 1979

- Patrolled assigned areas to detect and prevent criminal activity.
- Assisted with the enforcement of all applicable laws, ordinances, and regulations.
- Responded to emergency calls for service and provided assistance as needed.
- Prepared detailed reports on incidents and arrests made.
- Conducted traffic stops in accordance with departmental protocol.
- Provided security at public events such as parades, concerts, or sporting events.
- Monitored radio transmissions from dispatch regarding reported crimes or emergencies.
- Arrested suspects following established procedures while exercising caution and good judgment.
- Developed positive relationships with members of the community through outreach programs.
- Utilized various technologies including computers, cameras, radar guns., to complete job duties.
- Communicated with victims, suspects and witnesses to gather and provide information regarding criminal events.

EDUCATION AND TRAINING

FICF: Fellowship For Insurance Counseling

Kaplan College - Indianapolis Jan 2022

Indianapolis, IN

FIC: Insurance Counselor

Kaplan College - Indianapolis Mar 2019

Indianapolis, IN

Series 6 & 63 Licensing: Investments And Securities

Kaplan Financial Jan 1990

Appleton, WI

Life, Health, Accident, Property & Casualty License: Insurance

Fox Valley Technical College Nov 1989

Oshkosh

Associate of Science: Food & Beverage Controller

American Institute of Food & Beverage Dec 1981

Indianapolis, IN

Certified Police Officer: Police Operations

Kenosha Police Academy Mar 1978

Kenosha, WI

High School Diploma
Wilmot High School Jun 1972
Wilmot, WI

CERTIFICATIONS

- Licensed Pilot
- Series 6 & 63 Licenses
- All Lines Insurance License
- FICF Designation
- Certified Food & Beverage Controller
- Police Science
- Paramedic 1

NATIONAL PRODUCER NUMBER

6507542

ACTIVITIES AND HONORS

- Young Eagles Pilot since the program's inception. Flown over 1,000 children giving them the experience of flight
- Organized, coordinated and managed an annual fund raising program in Northern Oconto County for the Wabeno-Laona School District. Raising in excess of \$185,000 in a 9 year period.
- Sat on the Board of Directors for the Springbrook Sportsman's Club, LLC as the Treasurer for 13 years.
- Commissioner for the Town of Omro Sanitary District #1 for 7 years.
- Trustee for St. Raphael the Archangel Catholic Church - Presently serving my second term.
- Manager & Financial Officer for Just Plane Fellas, LLC

ACCOMPLISHMENTS

- Rookie of the Year Rural Insurance & Farm Bureau 1993
- 2000 Outstanding Young Eagles Field Representative for 2000

REFERENCES

References available upon request.