

A man with short dark hair, smiling, wearing a black suit jacket over a white button-down shirt and black trousers. He is holding a golf club over his right shoulder. The background is a plain, light grey studio backdrop.

Mike Mathweg

SPEAKER, & COACH TO THE
INSURANCE INDUSRY



MEET

Mike Mathweg

SPEAKER, & COACH TO THE INSURANCE INDUSTRY

Mike is a young entrepreneur who has built a Medicare Business from nothing to selling the agency for high 7 figures within the first five years. Mike did this through building and growing his personal book of business then through acquisitions and partnerships. Mikes now focused on helping other Insurance Agencies grow their agency's through implementing the strategies Mike used within his business.

Today, Mike utilizes the lessons he learned throughout his path of selling an agency for high 7 figures to helping insurance professional build and scale their agency to an 8-figure exit. In 2024, he founded NexGen Consulting and dedicated his mission to helping insurance professionals achieve that success.

Mike is very active within his community as he serves as President for his local Chamber of Commerce. Mike's apart of the 100 Men of Dane County where they donate over \$400,000 annually to charities throughout the community. Mike and his Wife (Brianna) partner with local schools and churches to help sponsor families during the holiday season.

Mike was recently awarded Forty Under 40 by In Business Magazine at the age of 30. Mike has received number of awards for his production from United Healthcare, Aetna, and Humana. Mike was awarded as the Best Insurance Agent by DeForest Times in 2023.

Mike resides in Madison Wisconsin.

PROGRAM DESCRIPTION

Preparing your Agency for Transition or Acquiring another Agency

Ideas to know when evaluating an Agency

Preparing your Agency for Transition or Acquiring another Agency, you will learn:

- Items to look for when looking to be acquired or acquiring.
- Mike's Failures for you to avoid.
- Strategies when evaluating a business.
- Other Professionals needed on your Advisor Team.

TAKEAWAYS

PROGRAM BIO

Today, the insurance industry is filled with Venture Capital backed acquisitions making it a different marketplace when looking to grow or exit.

You never know what's going on in an insurance professional's business as they tend to keep acquisitions a secret. In fear of worrying their clients, acquisitions done correctly will boost your clients' trust.

In Mike's talk, Preparing your Agency for Transition or Acquiring another Agency. Mike provides you will keys takeaways he learned during his real life acquisitions. Mike will share with you the failures he had during his first acquisition so you can avoid the pitfalls that costed Mike over \$100,000 on one acquisition.

Acquisitions is a game of high risk, however, high reward if done correctly. Mike has come out of both sides of the acquisitions. If you ask Mike, he'll tell you how he was looking at over \$1,500,000 in business debt at the age of 28.

You must be able to take risks when looking to acquire or be acquired, however, it must be a calculated risk.

PROGRAM DESCRIPTION

How to use Technology to Grow Your Business

Systems that you can implement in your day-to-day business allowing you time for more appointments.

In *How to use Technology to Grow Your Business*, you will learn:

- How to use technology to simplify the sales process.
- How Mike used technology to write over 250 new clients a year by automation.
- Why you should be using Technology within your business to allow you to buy back your time to generate additional revenue.

TAKEAWAYS

PROGRAM BIO

Today, the world is filled with technology/ai and there are tons of different options you can utilize to help grow your business.

In addition, choosing the wrong technology for your business cost you hundreds if not thousands of dollars through loss of production and time.

In *How to use Technology to Grow Your Business*, you'll learn the systems Mike used to write over 250 new clients each year. When used correctly, technology can simplify your sales process and free up many hours each day.

Key systems includes: Client Relationship Manager, Quote/Enrollment Platform, Automation (Emails, & two-way communication), Sales Websites, & Funnels.

These systems can be implemented throughout the year to streamline your sales process.

The presentation is practical to everyone's business and will allow you to buy back your time to generate additional revenue.



IN THE MEDIA

Mike's speaking appearances have included:



"Mike Mathweg provided us with very important items to look for when acquiring an agency and tips for our exit."



Podcast

Do you Host a Podcast & Looking for a Guest?

Mike would love to be a guest on your podcast to provide value to your listeners through his experiences.

