



Mike Mathweg

SPEAKER &
CONSULTANT

Meet Mike

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 through acquisitions and partnerships. Mike is now focused on helping other Insurance Agencies grow through implementing the strategies Mike used within his own business.

Today, Mike utilizes the lessons he learned throughout his path of selling an agency for high 7 figures to help insurance professionals 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 and also serves as President for his local Chamber of Commerce. Mike is a part of the 100 Men of Dane County where they collectively donate over \$400,000 annually to charities throughout the community. Mike and his Wife (Brianna) also 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 a number of awards for his production from United Healthcare, Aetna, and Humana. Mike was awarded the Best Insurance Agent by DeForest Times in 2023.

Mike resides in Madison Wisconsin.



PROGRAM DESCRIPTION

Structuring and Preparing your Agency for Transition (CE Approved)

Ideas to know when evaluating an Agency

Structuring & Preparing your Agency for Transition, 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.

Mike and his partner sold their agency in August 2022 when Mike was 29 years old. Mike didn't have the right structure and people in place to assist him with this transition.

When Mike created NexGen Consulting, he wanted to be a resource to help guide people going through an acquisition or transition.

Structuring and Preparing your Agency for a Transition was created. Mike breaks it down into 5 Steps that you need to follow in order to have a successful transition.

Mike will share where his failures were during his transition so you don't have to.

PROGRAM DESCRIPTION

The 3 S's - The Key to Building an 8-Figure Business

The 3 pillars you need to master to build an 8-figure business.

The keys to building an 8-figure business that you'll learn:

- The 3 S's to building an 8-figure business.
- Common mistakes agencies do when building their business.
- Items that you need to look out for.
- How you can sell your agency for 8-figures.

TAKEAWAYS

PROGRAM BIO

Everyone wants to sell their business for 8-figures, however, most don't know how to do it or where to begin.

That's why I created the 3 S's, Structure, Systems, and Scaling. Once you master the first two-Structure and Systems-then you'll be ready to start Scaling.

The most common response I get when talking with agents is "I have structure and systems," and I respond "do they work together or not?" We all have some sort of structure and systems within our businesses, however, do they work hand-in-hand or are you doubling your work load?

You need to make sure everything you have within your business is working to simplify your life instead of making you work harder.

Now you can focus on Scaling either through acquisitions and/or organically through LOA's and/or a broker channel.



IN THE MEDIA

Mike's speaking appearances have included:

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“I really appreciated your presentation! It is VERY apparent why you are so successful. Thank you!”

MEDICARIANS



Podcast

Do you host a podcast and are looking for a guest?

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

