



Jeremy Burr, Vice President of Insuring Multifamily Assets

Insurance Office of America



Jeremy L. Burr, Vice President

Insurance Office of America

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Jeremy Burr is a Vice President of Sales at Insurance Office of America (IOA) specializing in multifamily transactions for owners throughout the U.S. IOA is the largest privately held insurance agency in Florida and one of the largest privately held agencies in the nation.

Since joining IOA, Jeremy has been rewarded each year as a Million Dollar Producer for new business written. Currently, real estate comprises over 80% of his book of business and he has maintained an average retention ratio of over 90%. In 2008, Jeremy established a partnership with Rob Stephenson at IOA to combine books of business which created a significant market share of multifamily insurance business throughout the United States.

Professional Achievements:

2018: Each Successive Year from 2010 onward a member of the "Million Dollar Club"

2016: Developed the Insurance Program for the First Maryland Licensee for Cannabis Grow Operations

2016: Helped found the Cannabis Practice Group at IOA

2016: Awarded "Partner of the Year" by IOA Board of Directors

2014: Speaker, National Apartment Association Convention Las Vegas

2013: \$20m of Annual Multifamily Insurance Premium Booked (approximately 100k units throughout the U.S.)

2012: Awarded "Partner of the Year" by IOA Board of Directors

2003-2013: Placed Insurance on Over \$25b of Assets and Received Numerous Achievement Awards

2004: Nominated to Become Partner at IOA

Current Service Activity:

- Developed and Conducts IOA's Producer Training Academy National
- Serves on IOA's Advisory Council to the Board of Directors
- Voluntarily Mentor's IOA Agents in Development Process

Recent Past:

- Served on Board of Directors of Independent Insurance Agents Association
- Active Volunteer of Junior Achievement
- Consults with Four of the Largest Real Estate Brokerage Firms in the U.S. for Multifamily Insurance Underwriting and Placement Needs

Family, Interests, and History:

- Jeremy believes that the most important thing in life is family and dedicates his ambition in business to his wife Amanda, their 9 year old daughter, and 12 year old son
- Jeremy LOVES snow skiing, any kind of fishing, and playing golf when time permits
- Jeremy resides in Lake Mary, FL (just outside of Orlando) on 5 acres where he grow super-hot peppers and tries to avoid the family of 3 black bears that live on the adjacent property
- Jeremy graduated from the University of Delaware in 2001 (where he invented his own major)