

## Denise Zabka

Agency Development Field Specialist – Nebraska, Minnesota, North and South Dakota  
Joined MIAA in 2021

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Designation: LUTCF

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Denise Zabka is Agency Development Field Specialist of The Midwest Insurance Agency Alliance (MIAA), consulting with member agencies in Nebraska, North Dakota, South Dakota and Minnesota—providing training and guidance for those seeking growth and income opportunities. Denise is a resource for agency start-up challenges, helping agencies to increase personal and commercial lines premium, use and integrate technology, and practice new business and retention strategies.

Denise joined MIAA with exemplary qualifications. During her 7-year tenure with Farm Bureau Financial Services and 20-year tenure with Farmers Insurance, she was responsible for sales training and management duties including recruiting, training and agency support. She has deep expertise in business development and agency operations—and a strong track record of helping agencies generate more income. Zabka’s experiences uniquely qualify her to support MIAA agency growth as the alliance continues to onboard new members in the region.

A Nebraska native, Zabka is licensed in property and casualty, life, health, accident, and annuities, series 6, 63, and 26. In addition, she is a certified Life Underwriting Training Council Fellow (LUTCF).