

Denise Zabka

Agency Growth Coach– Nebraska, North Dakota, South Dakota, Minnesota
Joined MIAA in 2021



Designation: LUTCF

Denise Zabka is an Agency Growth Coach (AGC) for 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).