

# Fresno County Farm Bureau

## Friends of the Family Farm Sponsor

### Avakian Insurance Services: Providing unmatched customer service and insurance coverage for all needs

Avakian Insurance Services, Inc. has been a longtime supporter of Farm Bureau. Partner Tom Avakian has been a Fresno County Farm Bureau (FCFB) member since 1978 when he was farming with his father.

In the mid-1980s, Tom decided to get into the insurance industry after his agent introduced him to the regional manager. For him, it was a natural fit. He was able to apply his personal agriculture background and experience to the world of insurance because he knew what farmers needed.

Tom and a partner opened an insurance company in 1985. When his partner retired, Bill, Tom's son, joined the company and Avakian Insurance Services became incorporated. The father and son are now partners.

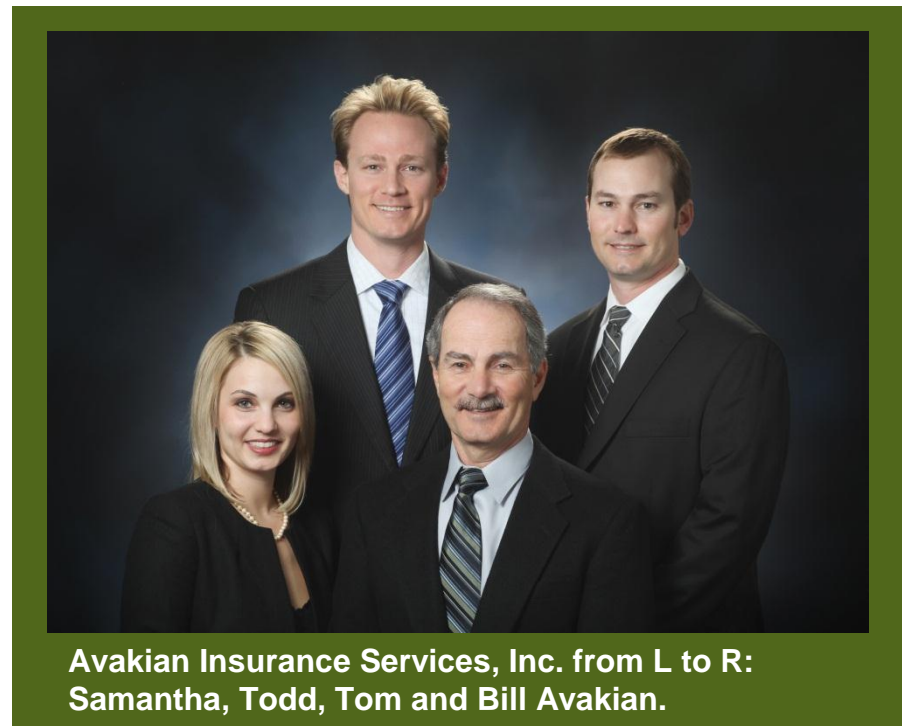
As the years passed, more members of the family joined the corporation: Samantha, Tom's daughter, and Todd, another son of Tom's, opened a branch in Costa Mesa. Avakian Insurance Services, Inc. provides insurance throughout the San Joaquin Valley and Orange County.

Farm Bureau offers support to the growers and gives the Avakian family the opportunity to build rapport and relationships with local farmers and ranchers. Additionally, the Friends of the Family Farm sponsorship program allow Avakian Insurance to support FCFB's mission to protect agriculture, while educating the public.

**“We feel proud and honored to be able to provide insurance in the nation's leading agriculture community.”**

“We feel proud and honored to be able to provide insurance in the nation's leading agriculture community,” said Bill.

The Avakians offer a unique approach to providing insurance because they understand farming and the agricultural industry. “We want to support Fresno County farmers and their rights,” said Bill. “Our goal is for our clients to have trust and feel secure.”



Avakian Insurance Services, Inc. from L to R: Samantha, Todd, Tom and Bill Avakian.

Avakian Insurance Services, Inc. is a full service agency offering farm, crop, home, auto, health, life, commercial and EPLI insurances. The agency separates themselves from larger companies by specializing in customer service and customer relations. Employees and agents at Avakian Insurance Services, Inc. believe in building personal relationships with their customers by treating them like a close friend or family member.

“We work for our clients to find them the best deal or company,” said Tom. “We are different because we are here for the life of our clients and we get to see the milestones of their lives.”

The desire to build relationships with clients is evident as the Avakians meet with their clients on an as needed basis to review insurance policies. The family's main focus is that their customers save money and that they provide customer service unmatched by other agencies.

Outside of work, the Avakians are actively involved in the community. Bill is a volunteer for the area search and rescue team, a member of the Greater Fresno Area Chamber of Commerce Governmental Affairs Committee and owns one of the only load mines in Fresno County. Tom enjoys spending time with his wife, Marilyn, children and grandchildren.