

## Paul Lalonde – Bio

Paul has served in several roles during his 15-year career in the insurance business. However, he currently occupies the most rewarding position he's ever held... as an independent agency owner. Since opening Insurance Wagon, he's helped thousands of individuals and families with their ever-changing insurance needs.

Paul has made Northeast Florida his home since 1994 when he moved from Long Island to attend Flagler College and pursue a Business Administration degree. While at Flagler, Paul had the privilege to intern for the Florida Independent College Fund and Independent Colleges and Universities of Florida under former Georgia State Representative Jerry Horton and Florida Senator George Kirkpatrick. Paul still references skills (and stories) he learned from his work with the FICF and ICUF today.

After graduating, he moved to Jacksonville and began his career with a large national insurance carrier. While working for this carrier, Paul led the business efforts to bring the use of technology to the antiquated home insurance industry. One of these efforts was to introduce online home insurance quoting nationwide. After visiting many agencies across the U.S., Paul took the advice of a seasoned agency owner and opened Insurance Wagon in 2009.

The love of educating, fighting for and learning from fellow Floridians is what keeps him and Insurance Wagon going. Since opening the doors of Insurance Wagon, Paul prides his agency with finding affordable and comprehensive policies from highly rated insurance carriers

Paul resides in the Mandarin area of Jacksonville with his wife and son. His wife Rhonda helps with the day to day operations of the business, yet still excels in her primary position as full-time mom.