

CURRICULUM VITAE – PROFESSIONAL PRESIDENT BUTLER & ASSOCIATES INSURANCE FOUNDER BUTLER VET INSURANCE

BILL BUTLER

MARCH 21, 2024

Phone: (952) 208-7220
Bill@butlervetinsurance.com

15322 Galaxie Ave Suite 214
Apple Valley MN 55124

PROFESSIONAL BACKGROUND

Bill enlisted into the Minnesota Army National Guard in 1993 as a junior in high school. Upon graduation from Rosemount High School in 1994 he spent the next 4 years in the National Guard. He transitioned to the Active Army in 1998 and served three years with the 101st Airborne Division at Fort Campbell KY. While he was there, he served in several different units and ended his enlistment with the 101st Pathfinder Company with the rank of Sergeant. He left active service in June of 2001 and returned to Minnesota to become a Recruiter for the Minnesota Army National Guard.

In 2004 he transitioned from the National Guard to work at the insurance agency started by his parents. Since becoming part of the family business, Bill has gained experience in all areas of insurance agency operations. In nearly 20 years within the insurance industry Bill uses his experience helping families and businesses with their personal and commercial insurance needs. In the spring of 2017 Bill founded Butler Vet Insurance and later that year was named President of his family's insurance agency.

Bill has been a speaker at several Veterinary Association events and is very involved within the local veterinary community, authored a bestselling book on insurance for veterinary practices and hosts a podcast on entrepreneurship and business principles for the veterinary industry.

PROFESSIONAL TRAINING

Licensed Insurance Agent - Property Casualty & Life/Health May 2004
Resident Insurance License – MN / Non-Resident License in 17 additional states
Completed all training and continuing education requirements. A Property and Casualty Insurance License enables an insurance agent or broker to sell or negotiate property and casualty insurance policies that protect people and businesses from financial losses resulting from property damages, accidents, theft, severe weather conditions, and other covered events.

Basic Non-Commissioned Office CourseFort Benning, GA
April 2002

Military Occupational Specialty related training to provide all sergeants and Staff Sergeants with the latest leadership technical and tactical values, attributes, skills, and actions needed to lead a squad or platoon to accomplish a mission.

Recruiting & Retention Non-Commissioned Officer CourseCamp Robinson, AR
September 2001

Training for generating leads and prospects; interviews and processes qualified applicants for enlistment; prepares forms and documents; conducts formal and informal presentations on advantages of the National Guard (ARNG) to student bodies, civic and service organizations; provides technical assistance in retention and attrition management programs for affiliated units; acts as Recruit Sustainment Program (RSP) Cadre during inactive duty training weekend; prepares all assigned Soldiers physically, mentally and administratively for Basic Combat Training.

Primary Leadership & Development CourseFort Campbell, KY
August 2000

Primary Leadership & Development Course (PLDC) is the first leadership course for Non-Commissioned Officers (NCOs) attend. PLDC is a month-long course that teaches Specialists and Corporals the basic skills to lead small groups of Soldiers. This course is hard hitting and intensive with emphasis on leadership skills and prepares Soldiers to advance to the rank of Sergeant. The course topics include Leadership, Training Management, Map Reading, Land Navigation as well as Drill and Ceremony.

U.S. Army Airborne SchoolFort Benning, GA
April 2000

Basic Airborne Course teaches Soldiers the techniques involved in parachuting from airplanes and landing safely. The purpose of the BAC is to qualify the volunteer in the use of the parachute as a means of combat deployment and to develop leadership and self-confidence through mental and physical conditioning. Paratroopers have a long and distinguished tradition of being elite soldiers who have always set the example for determination and courage.

U.S. Army Ranger SchoolFort Benning, GA
January 2000

Ranger School is the Army's toughest course and the premier small unit tactics and leadership school. The Ranger Course is a mentally and physically challenging school that develops functional skills related to units whose mission is to engage the enemy in close combat. Ranger Students are proficient in leading squad and platoon dismounted operations around the clock in all climates and terrain. Rangers are better trained, more capable, more resilient, and better prepared to serve and lead.

Air Assault SchoolFort Campbell, KY
August 1998

U.S. Army Air Assault School is a 10-day course designed to prepare Soldiers for insertion, evacuation, and pathfinder missions that call for the use of multipurpose transportation and assault helicopters. Air Assault training focuses on the knowledge of rappelling techniques and sling load procedures, skills that involve intense concentration and a commitment to safety and preparation.

Basic Combat Training & Advance Individual TrainingFort Benning, GA
January 1995

11B – Infantryman

EDUCATION

Rosemount Senior High School
High School Diploma

May 1994

PROFESSIONAL DESIGNATIONS

Certified Workers Compensation Advisor - CWCA

May 2020

Institute of WorkComp Professionals

Certified Work Comp Advisor (CWCA) is an insurance professional designation. Those with the CWCA can help businesses understand all aspects of their Workers Compensation insurance and develop strategies to manage their policies, implement programs to lower insurance costs and manage claims.

Certified Insurance Counselor – CIC

January 2012

The National Alliance for Insurance Education & Research

Certified Insurance Counselor (CIC) is an insurance professional designation. The CIC designation is the nationally recognized and highly respected insurance professional designation. The CIC designation demonstrates the insurance professional's expertise and commitment to continuing education and their career industry.

Certified Insurance Service Representative

July 2006

The National Alliance for Insurance Education & Research

The Certified Insurance Service Representative (CISR) Program is an educational program designed for customer service representatives. The designation represents a benchmark for an insurance professional's commitment to customer service and their client relationships.

PUBLICATIONS

Bill, Butler, *Protecting Your Veterinary Practice Insider Insurance Secrets Every Veterinarian Must Know*. Self-Published, 2022

PRESENTATIONS

Business Insurance for Your Practice – The Basics

Well Managed Practice Group | 2023

University of MN VBMA | 2023

Veterinary Hospitals Association Expo | 2022

Topic: *Main components of the Protect Your Practice Blueprint, key areas of concern on business insurance, questions to ask at renewal, easy strategies to give peace of mind.*

Employment Practice & Cyber Liability Insurance

Veterinary Hospitals Association Expo | 2022

Topic: *Current Cyber threats to veterinary practices, cyber coverages to protect your practice, what is Employment Practice Liability Insurance and how to prevent employee driven lawsuits.*

Workers Compensation for Veterinary Practices

Minnesota Veterinary Medical Association Annual Meeting | 2023

Veterinary Hospitals Association Expo | 2022

Topic: *The parts of workers compensation policy, experience modification, audits and controlling claims*

Life & Disability Insurance – DVM Style

Veterinary Hospitals Association Expo | 2022

Topic: *Common types of Life Insurance, Life & Disability Insurance as income protection, the importance of life insurance for your practice, Key Person & Buy / Sell insurance.*

HONORS AND AWARDS

Implementer of the Year

Unstoppable Profit Producer Program

November 2021

Peer awarded for implementation of business coaching ideas and principles.

Agency of the Month

Rough Notes

July 2019

Each month, Rough Notes highlights what makes one outstanding agency successful in the “Agency of the Month” feature.

Implementer of the Year

Unstoppable Profit Producer Program

November 2018

Peer awarded for implementation of business coaching ideas and principles.

Minnesota Young Agent of the Year

Minnesota Independent Insurance Agents & Brokers Association (MIIAB)

May 2012

Awarded for outstanding achievement as a Young Independent Insurance Agent as recognized by the MIIAB Board of Directors.

PROFESSIONAL AFFILIATIONS

Independent Veterinary Practitioners Association

Industry Affiliate

December 2022 - Present

Minnesota Veterinary Medical Association

Chair – Industry Partners

September 2021 - Present

Industry Partner

2017 - Present

Veterinary Hospitals Association

Supporting Member

2020 - Present

Minnesota Independent Insurance Agents & Brokers Association

Board of Directors – Member at Large

2022 - Present

Legislative Affairs Committee Member

2020 - Present

Chair – Young Agents Committee

2011 - 2013

Member

2004 - Present

Professional Insurance Agents of Minnesota

Member

2019 - Present

Apple Valley Chamber of Commerce

Member, Apple Valley MN

2015 - Present

COMMUNITY SERVICE

Rotary Club of Apple Valley

President

July 2023 - Present

President-Elect

July 2022 - July 2023

Club Secretary

July 2021 - July 2022

Sergeant at Arms

July 2020 - July 2021

Fundraising Chair

February 2018 - July 2020

Member, Apple Valley MN

July 2015 - Present

Apple Valley Rotary Scholarship Foundation

Vice Chair, Apple Valley MN

August 2021 – July 2023

Foundation Secretary, Apple Valley MN

August 2020 - August 2021

Minnesota Veterinary Medical Foundation

Gala Committee Member

2023 - Present

Shoot for the Future Committee Member

2022 – Present