

Diversified Brokerage Services, Inc. (DBS) is pleased to announce the addition of Andrea Brown to the team in the role of Strategy and Innovation. Andrea has been driving business advancement in the insurance industry for over 20 years and has held several leadership roles in the independent distribution marketplace. She has a wealth of expertise in sales, marketing and digital strategies for insurance distribution.

With a lifelong passion for applying technology and innovation techniques to evolve and enrich business models, Andrea will use her vision and understanding to guide DBS leaders toward change as they evaluate a new generation of systems and technological advancements available.



Chip Van Dusen, President of DBS noted, “We are thrilled to have Andrea on board and look forward to the insight she can provide to our organization. Her extensive experience in a variety of roles within the insurance industry makes her very familiar with what we’ve seen in the insurance business in recent years. We feel very fortunate to have someone with such breadth and depth help us evolve and grow to meet the demands and opportunities we’re currently facing.”

Andrea started her career working with insurance illustrations software, eventually becoming the President of LifeLink Corporation (EbixLife), then moving on as President of AgencyWorks (Crump) agency management systems, and finally as EVP at iPipeline after they acquired AgencyWorks. Andrea then made a shift to work with an insurance carrier as VP of Digital Distribution Strategy for Transamerica Life and Protection.

“From an operations perspective, I feel Andrea will give a unique perspective given her experience, and serve as a fresh set of eyes to give us an unbiased analysis of our overall processes and procedures. We’re confident she will make great recommendations for refining the processes and systems we’ve got in place and help take us to the next level with respect to the many technological innovations now available in the insurance industry,” explained Tori Van Dusen-Roos, Head of Operations.

Diversified Brokerage Services, Inc., located in Minneapolis, MN, is one of the largest distributors of life insurance in the United States, directly responsible for protecting thousands of families and businesses nationwide. DBS works with advisors across the country to help them secure life insurance products for their clients who wish to protect their families or businesses. Their mission is reflected every day in their singular goal, which is to make doing business easier and more profitable for the advisors they serve.