

## AMBASSADOR OF THE MONTH

### STEPHEN HARDY, AFLAC



Our ambassador of the month for March 2017 is Stephen Hardy. He has been a part of the Chamber's Ambassador Team for over 2 years. Stephen is the District Sales Coordinator for Aflac for Santa Barbara County. He has been working with Aflac for the last 13 years, opening and servicing accounts, as well as recruiting and training sales agents for his team. Leading a team of 8 agents they have worked hard to achieve the Founders Award for Management Excellence from Aflac for the last 7 quarters in a row. Stephen

is currently looking to further develop and grow his team, with an emphasis on Spanish speaking agents to better service the needs of Santa Barbara County.

Stephen first moved to Santa Barbara in 1988 to attend the University of California Santa Barbara, where he received his degree in Psychology. After graduating college he was lucky enough to travel the United States as Tour Manager for the band, Sun 60. Stephen's love for Santa Barbara is what brought him back to the town he has called home for the last 25 years. Upon returning to Santa Barbara he and a partner opened two Bubbles & Beans Laundromat and Coffee Shop, in Isla Vista and downtown Santa Barbara. Stephen's experience as a small business owner provides him insight into the struggles of business owners, this expertise enables him to provide a higher level of service for his clients and serve as a consultant for their business needs.

Stephen is a Dad to two wonderful boys; Austin is 17 and a junior at Dos Pueblo High School and is on the Varsity Football Team. His youngest, Gabriel is 14 and a freshman at Dos Pueblos and was on the Freshman Football Team. He enjoys playing basketball with his boys and the occasional game of golf. One of the favorite places they love to go as a family is San Francisco, especially since Stephen is a die-hard Giants fan; needless to say he really enjoyed the 2010, 2012 and 2014 seasons. When they get to the City, one of their favorite stops is the Buena Vista Café and the Stinking Rose restaurant.

