

Blake Adkins

Account Manager



How did you find yourself in the insurance industry? Had a great professor at the University of Alabama, Dr. Bill Rabel. He was one of the few professors that worked hard to give students opportunities whether it was networking, scholarships, internships, or jobs. He was great and I really credit him for peaking my interest. After that, it is a unique blend of analytical work along with getting to work with different people across different businesses that has kept me.

How would you describe your approach to building and maintaining strong client relationships? Start by wanting and being willing to help and listen. Identify problems and work to help present solutions that help the client out!

What's a recent project or client success you're especially proud of? We recently had a client that we BOR'd very close to renewal. We had to buckle up and redo all their submissions, work on analytics, and find gaps all while making sure there was no drop in their day to day. That was a lot of hustle, but we got a good result and have a happy client so I call that a win.

What do you enjoy most about working in the P&C insurance space, particularly with the types of clients we serve? I find a lot of what our clients do, whether operators, industrial contractors, oilfield service contractors, transportation clients, and manufacturers, really cool but there is just no way I could do what they do; it's just not in my makeup. What being in this space has allowed me to do is use my skill set and be a part of these teams in these various industries. Even though the client hires us, I still view the relationship as being a part of their team more than just being their broker. That's the biggest thing I have enjoyed.

Lockton is known for its people-first culture—how have you experienced that in your day-to-day work and career growth?

Lockton really does focus on making sure you're the right fit for the role. I have had many coworkers who were great but still wanted to do something else other than their current role. They were able to move around internally and get in a spot they love more and would thrive better in. To me, that's something that is very people first and a great thing about Lockton.

How do you stay organized and manage competing priorities in a fast-paced environment? There is a lot of "whirlwind" in this job so it's very hard to maintain a clear view of what needs to be done. Many times, and especially when I'm in the weeds, at the end of the day I will jot down the three big things I have to get done tomorrow. I learned that technique from a colleague when I first started working out of school. It is simple but helps when there is a lot going on.

What is your favorite thing about working at Lockton? In Birmingham we have a small team, but they really have created a great environment where you can come in and make a difference and learn a ton if you work at it. Working on this team has been my favorite thing so far.

What does Lockton's motto "We Live Service" mean to you? I think it means focusing on helping you clients and customers anytime you can. Come into work being your best and work hard for your team and the clients who trust you to help them with their risk management.

Tell us a little about your family—who's in your corner supporting you outside of work? My wife, Meredith, who has been by my side since junior year of college and my two little boys Theo (3.5) and Frankie (2).

What do you enjoy doing with your family or friends when you're not working? Biggest thing I have enjoyed is just getting to hang out with my whole family. Work schedules have been tough to balance so it's nice when I get time with both my wife and kids at the same time.

Rapid Fire Questions

Salty or Sweet – Bad sweet tooth so sweets for me.

Early Bird or Night Owl – Early Bird; probably genetic since my dad was always up early. Sadly, so are my children, every day.

Mountains or Beach – Mountains

Dogs or Cats – Dogs for sure.

Coke or Pepsi – Neither, Dr. Pepper