

YOUR CAREER. YOUR PATH. OUR SUPPORT.



ADAM OUART

22
Years
at EFG

Vice President, Agency Services

Adam's career at EFG grew because he consistently moved toward the work, not the title. After joining EFG as a specialist supporting dealership training initiatives, he built expertise by staying embedded in dealerships, learning how stores operated, and understanding what drove dealer performance. Rather than waiting for someone to outline a career path, Adam identified opportunities to improve dealer and agent performance and volunteered to lead them.

- He saw an opportunity to help agency partners grow their businesses and **took ownership of developing training programs that equipped agents to acquire new business.**
- **He expanded his expertise** by learning how operations, claims, product, account setup, and marketing functions worked together, **helping him make stronger business decisions** and develop more effective solutions while building strong internal partnerships.
- He embraced opportunities to build new programs and processes as Agency Services evolved, **earning increasing responsibility by consistently stepping forward, taking ownership, and following through.**

Today, Adam continues to approach growth the same way: by understanding how the entire organization works, bringing people together to solve problems, and seeing ideas through, from concept to execution.

Career Milestones

2004

As an **Account Specialist**, Adam built a strong foundation in **client support and problem resolution.**

2005

Stepping up as an **Account Executive** in Dealer Services, Adam expanded **cross-functional knowledge** and took on more complex challenges.

2010

Adam stepped in to fill a critical business need, **leading the WALKAWAY team** as an Account Executive focused on **client solutions, systems, and integration.**

2015

Moving up to **Vice President**, Adam focused on income development, dealer profitability, new dealer acquisition and growth.

2023

As **Vice President of Agency Services**, Adam leads agency and powersports team members in income development, client relationship development, and new business acquisition.



If you want to grow, start doing the job you want NOW. You need to demonstrate that you can do the job that you want to grow into.

- Adam Ouart

Dependability **Respect** **Integrity** **Visionary** **Excellence**

The EFG value that most motivates Adam is **Visionary**. He is driven by finding a better way forward, turning ideas into action, and helping others see possibilities they may not have recognized yet.