

# Local whistleblower fired after exposing \$44 million Pa. insurance hike

BRADFORD, PA

— An insurance broker who warned local residents about upcoming insurance hikes has been fired by one of the companies he represented.



David J. Leo  
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Dan Williams, owner of The Williams Agency, recently published a series of consumer awareness alerts in *The Bradford Era*.

These alerts told of how three companies — *State Farm*, *Allstate* and *Travelers Insurance* — had applied to the Pa. Insurance Department for the right to charge Pennsylvania residents an extra \$44,434,219 in insurance premiums (with one company requesting to charge existing and future customers 20% more.)

On the day his alert for one of the companies appeared in the paper, Williams received an email from a company representative telling him his contract was being terminated. Attached to the email was a scanned copy of his alert, along with a note saying: “we expect our agents to use better judgement”. The official reason for his dismissal was cited as “lack of production”.

Says Williams, “lack of production my foot. It’s quite a coincidence I got that email on the *very same day* I told people about their plan to raise rates by millions. They were angry and wanted to crush the little guy trying to

save people money.”

A call to a Pa. representative of the company was not returned by the time this article went to print.

Williams, who started his independent agency 25 years ago, still represents eleven national insurance companies. He states that it is because of this independence that his agency is able to expose companies who want to raise rates.

“Listen, the whole reason I was able to tell people the *real deal* about these three companies is because I work for the drivers, homeowners and business owners of McKean County first — not the insurance carriers,” states Williams.

The unique ability to “shop around” for the best rates has allowed Williams and his team to save their clients a total of \$534,147 over the last three years.

“It’s been amazing,” says office manager Patty VanSkiver. “On average we’re saving drivers \$411.23 a year on their current policies. We know this because we keep track of this number. And on top of that, our estimates show that for every 100 people who call our office, 67 of them save. Not bad for a 6-minute phone call!”

*Era* readers who may be affected by recent rate increases, or who just want a second opinion on their policy, can contact The Williams Agency for a free quote at 368-6980.

## “Absolutely not fair”, says Mayor Tom Riel

BRADFORD — When asked to comment on the case, Mayor Tom Riel stated that what happened to Williams

was ‘absolutely not fair’, adding that “[Williams] runs a good business. He’s a well-respected guy in the community.”

## Williams vows to ‘never stop fighting’

By DAVID J LEO  
Fair Rights Press

After seeing his 4-year contract with a big insurance company terminated last month, local insurance broker Dan Williams released the following statement on Monday:

“Clearly they [the company] were angry I told *Bradford Era* readers about their request to increase Pa. insurance rates by 4.9%.

“But to tell me I should have used ‘better judgement’ and not run the ad? Absolutely not. To me, it IS good judgement to tell the people when companies want to raise their rates!

“My job is to save people money, not see them pay more, especially in this tough economy where every dollar counts. And that’s why I’m so mad about this. Because there are still companies out there not trying to squeeze another buck from everyone. In fact, one of the 11 companies I still represent has a program right now with rates that are guaranteed never to go up.

“So everybody still has options. My personal pledge is to never stop fighting to get better coverage and lower rates for the people of McKean County, even if that means another carrier decides to terminate my contract with them.”



Williams handing a \$500 check to one of his clients at Main St. office