



## Biography of Mary Elizabeth Franklin Hicks of Mary's Insurance Team

### Who is Mary Elizabeth Franklin Hicks?

Mary Elizabeth Hicks was born Sept. 15, 1964 to David and Darlene Franklin in Wellington Ohio. The oldest of three, the other two being twin brothers David and James.

Mary graduated from Wellington Senior High School in 1983. When you see the name Franklin, she has historical heritage in that she is in the 11<sup>th</sup> generation of Benjamin Franklin's Ancestry. Her great-great-great-great...

grandfather was Benjamin's brother John Franklin.

She is mother of Amanda and Michael, mother-in-law to Christina, daughter-in-law to Donald and Elizabeth Hicks, also Grandmother to Lucas, Clorice, Noela, Michael Jr., Ariella, Anastasia, and Travis.

Variety makes for the interesting part of Mary's work history. Starting out as a lifeguard and swimming instructor, she then worked as a secretary. moving on to selling Kirby sweepers. Forest City was getting bigger in the production of auto parts, so Mary worked there for four years as a laborer. While her children were young, she operated a day care for eight years. When her children became school age Mary moved on to school bus driver. After that she choose the field of construction. Later a contractor remodeling older buildings and building houses.

Sales seemed to be one of Mary's natural talents as she became a John Deere tractor salesperson in a field which at the time was a man's profession. Being outstanding at sales Mary was Top Salesperson for her company. She knew the line of tractors, Excavators, skid Steers so well ary was asked to share her knowledge with her coworkers at Sales meetings.

Education and knowledge are important to Mary as she strives to help clients understand the coverage they need or have. Mary has held a variety of luncheons, dinners, and seminars this year to help her clients and others who are in the Medicare era.

One of Mary's favorite things is to be effective and help people. Whether it is providing something they need, helping them save money, or looking out for them she does it well.

Insurance was an effective way to do those things so after accomplishing major sales in the tractor industry Mary moved on to Monumental Life Insurance. After getting her feet wet in the insurance industry Mary continuously grows her business from there.

Mary joined the company of TLC in September of 2009 selling insurance and expanded her business to become Broker/ Agent now leading a team of twelve. She has been a top seller for companies and continues to set goals for the future. She just recently returned from Mexico after enjoying a trip she won being a top seller for last year. Just one of many Mary has earned as she has a real love for travel.

Mary's recent accomplishment is adding four new agents in one year.

She is active with her grandchildren attending their activities, hosting slumber parties at her house and sharing her pool with them and their friends.

Growth has followed Mary as she is moving into a larger location in July to accommodate additional opportunities in education of Medicare and make room for agents.

Mary also supports community in areas such as "Silent Watch" a Veterans program for PTSD, the local high school's athletics, nursing homes, Ashland Pregnancy Center, WIC, and senior programs in Ohio.

Mary is a member of the Grace Brethren Church in Ashland and offers North of 55 seminars to the community there.

Goals: To have A Top Agency with the least number of agents.

Pets: Charlie – 6-year-old Boxer & Oscar a two-year-old Cockapoo.

Hobbies: Travel and being Poolside with a Margarita or a Miami Vice.