

Betsy Reich
Owner, The Reich Agency - Nationwide Insurance

What was your first job?

I actually have a Master's Degree in Urban Planning from the University of Michigan. My first job was in that field working with Harriet Saperstein at the City of Detroit Recreation Department in the Division of Land Acquisition and Waterfront Planning ... a very interesting job....she was a visionary and an important mentor in my life.

What inspired you to choose your career?

This is really my "third" career! I was inspired to choose insurance sales with Nationwide in that it allows me the opportunity to build long term relationships and the ability to educate people to their insurance coverages and needs.

What is your favorite aspect of your career?

It is gratifying to feel that I am truly protecting my clients and their families.

What is your greatest challenge?

Keeping up with the increasing array of product offerings we provide, as well as the ever-changing technological landscape we operate within.

What are you most proud of?

Having reached ten years in a business I have started and grown on my own. Currently, becoming the Chair of the Birmingham Bloomfield Chamber of Commerce Board while simultaneously President of the Birmingham Rotary Club as elected by my peers.

Describe your management style...

I have an open door and team building philosophy.

When not working, I amsleeping? seriously, I am currently at Oakland Athletic Club with my trainer Oksana ... doing "evil lunges" , getting ready for summer! You can also find me shopping and dining in downtown Birmingham!

I Splurge on...facials & massages at Margots...roses from Papa Joes....

I Scrimp on.... sadly, vacation time...

Coke or Pepsi? Diet Coke..though I rarely drink pop....mostly water!