



**Rick Dennen, CEO of leading insurance lender Oak Street Funding, to explain keys to buying & selling agencies in Feb. 26 PIA teleconference**

*Will share lessons learned through Oak Street's stunning growth amid financial crisis*

Indianapolis, Feb. 16, 2009—On the heels of his firm's best year ever, Rick Dennen, CEO of insurance lender Oak Street Funding ([www.oakstreetfunding.com](http://www.oakstreetfunding.com)), will share strategies and advice for buying and selling agencies at a PIA teleconference Thursday, Feb. 26, 12-1 p.m. Dennen pioneered commission-based lending when he founded Oak Street as a commercial finance company dedicated to serving the needs of the insurance industry.

In the teleconference, "An owner's guide to acquiring or selling an agency," Dennen will discuss topics such as why most acquisitions fail, the extensive due diligence buyers and sellers need to conduct, and key factors to consider when negotiating price. Participants will be able to draw from Oak Street's success amid the financial crisis and his extensive experience in helping agencies and brokerage firms achieve their goals.

"Our success is a result of always doing the right thing for clients, never over-leveraging them," said Dennen, who has more than 20 years' experience in accounting, finance, business development, business valuation and deal structuring. Formerly, he was Senior Manager for Deloitte & Touche, LLP.

Oak Street uses proprietary software to review past persistency and performance of the agency's accounts on a product- and carrier-specific approach. In 2007, it established a free online exchange for potential agency buyers and sellers ([www.osfagencyexchange.com](http://www.osfagencyexchange.com)).

To register for the program, part of PIA's Lunch and Learn series, call 800.424.4244 or visit <http://www.pia.org/EDU/extras/piateleconferencecentral.shtml>.

## **About Oak Street Funding**

Oak Street Funding is an Indianapolis-based commercial finance company offering commission-based capital through lending or purchasing commissions to insurance agents. As a result, agents can obtain financial resources needed to achieve strategic goals such as expansion, growth and succession planning. Oak Street has entered into more than 100 partner programs with agencies, brokerage firms and insurance marketing partners and has lent millions to insurance professionals nationwide. For more information, visit [www.oakstreetfunding.com](http://www.oakstreetfunding.com) or call 866-625-3863 (osf@oakstreetfunding.com).

## **Contact**

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