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## 2020 Women Who Build Spotlight: Pamela Brown, Peoples United Insurance Agency

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Pamela Brown, Commercial Risk Advisor at Peoples United Insurance Agency

How many years have you been in your current field? 14 years

What would you tell your daughter about entering this profession? The advice I would give my daughter about entering this or any profession would be to work hard and to always make sure your sufficiently compensated for doing so.

Four tools for that I have learned to put in my toolbox:

- Determine-can I influence the outcome?
- Design-preparation.
- Proposal Package - establishes credibility.
- Ask-Don't be afraid!

Women still earn 79 cents for every dollar earned by men. My daughter is smarter, stronger and more insightful than I was at 25 years old. This is the generation that will close that gap.

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