

# SPOTLIGHT MEMBER



The Richards Group is a Vermont based, third generation, family owned independent insurance and financial services firm. The Richards Group has offices in Brattleboro, Wilmington, Bennington, Manchester, Bellows Falls, Ludlow, Rutland, Middlebury, Norwich and Burlington and an office in Keene, NH.

Our business and family roots are deep in Vermont and we take pride in the service we provide our clients and our commitment to the communities we work in.

Scott Olmstead is a Commercial Lines Risk Management Consultant and holds the Certified Insurance Counselor (CIC) Designation. Scott is in his 30th year with The Richards Group and runs the Specialty Food/Agri-business niche for the agency.

Scott's involvement with the VSFA & VRGA goes back many years. As a service member we reach out to all members to provide help with their insurance, compliance and risk management needs. We have been active, participating members attending the trade shows, sitting on committees, providing helpful tips to the monthly newsletter and sponsorships for VRGA events.

We are extremely grateful for the growing list of VRGA member businesses that we call customers and the many relationships and friends we've made through VRGA membership and events. "Through my

work with VSFA & VRGA members, I see that many of them aren't solely business owners that are just working to earn a living, for many their business is also a passion and a way of life. It gives a very personal aspect to my continuous efforts to manage their risk and to contain their costs," said Scott Olmstead.

As a compliance and insurance advisor Scott offers advice to all types of businesses.

New business start-ups often have a stronger need for advice and counsel on compliance and insurance requirements. Scott provides professional advice regarding insurance strategies, contractual requirements, transfer of risk and employee concerns including employee handbooks, return to work programs, certificate management, insured to value requirements, and many more aspects of insurance and compliance.

"My advice to any business owner, especially new business owners, is to read before you sign. Many business owners enter into contracts not fully understanding the insurance section," Scott advises. "I also suggest VSFA & VRGA members do all they can to transfer risk to a third party when using contracted services. The idea is to keep your business attractive to the insurance carrier by showing them you take workplace safety seriously and are doing all you can to minimize risk that could lead to a claim."

When not servicing the needs of his clients Scott spends time with his wife Liz and grandchildren and enjoys golf, skiing and travel.

The Richards Group, headquartered in Brattleboro, Vermont, has provided local Insurance, Employee Benefits and Retirement Plan solutions to clients throughout Vermont, New Hampshire and Massachusetts since 1867. The firm was named one of the 2017 "Best Places to Work in Vermont" by Vermont Business Magazine and the Vermont Chamber of Commerce. **For more information about the firm and its capabilities, please visit [therichardsgrp.com](http://therichardsgrp.com).**