

## **Sauni Lund**

I have been working in insurance since I was only eighteen years old and was hired as the assistant to an 84 year old gentleman. In 1979, having obtained my property and casualty agent's license in Connecticut, I decided, like many other Easterners, to follow my dreams to California. There, I soon found myself in insurance again, working as an agent for Mutual of Omaha and obtaining my life and health license.

After several years as a stay-at-home Mom, I worked with Russ for a short time as an agent before moving on to Prudential Insurance & Financial Services as a financial services representative. Working full-time for them, I received their Fabulous Freshman award and earned several working vacations at Disneyland and Washington D.C. With a young family, however, I needed more job flexibility and was happy to return to Hodnett Insurance Services in 1996 where I have remained ever since. When my two oldest children enrolled in college and my youngest had a driver's license, I decided to further my knowledge of issues surrounding aging and elder care while completing my own degree. Accordingly, I enrolled in the Gerontology program at CA State University (Sacramento) and am presently only three semesters away from a Bachelor of Science degree. I was delighted to discover how much my experience as an insurance agent and the Sacramento State curriculum in gerontology enrich one another and have together sharpened my vision of what I can offer to my chosen field.

I am knowledgeable about all the products and services that Hodnett Insurances Services offers, but my primary focus and true passion are vested in those that concern aging. At Hodnett Insurance, I have been able to bring my experience, training and life-long passion together to help our clients address economic decisions such as choosing the best prescription drug plan and Medicare plans and providing stability in the later years through long-term care insurance.