



Congratulations
2017 TOP 10 Michigan Business Women Award Honorees

GREATER GOOD



CAREY PACHLA
Fast Switch, Ltd

DIVERSITY CHAMPION



RITA BROWN
Project: Accelerate!

GIVING SPIRIT



NICOLE BLACKMON
Strategic Image Consulting, LLC

INNOVATION



JENNIFER RANDALL
Maestro, LLC

PHILANTHROPIC



MARSEILLE ALLEN
The Warriors Trust Fund

PINNACLE



JUDY KUCWAY
Motor City Stamping, Inc

RAINMAKER



PATRICIA SHALL
Creative Benefits & Insurance Solutions

RED TAPE BUSTER



ANNE MERVENNE
Mervenne & Company

UP AND COMING



GWEN JIMMERE
Naturalicious

WARRIOR



ANISTIA PHIARIA THOMAS
Phiaria Insurance Group

WORDS OF WISDOM



DR. VANESSA E. P. GHANT
Person 2 Person Associates



“DRIVING BUSINESS FORWARD”
The Power of Collaboration





HER STORY

Patricia Shall established Creative Benefits & Insurance Solutions (CBIS), a commercial insurance agency while she was 6 1/2 months pregnant and the sole breadwinner with a 4 year old at home. Today she owns and manages her insurance agency, CBIS, with 24 employees and \$50,000,000 in annual premiums but she also owns a web based baby clothing company and has significant investments in both residential and commercial real estate.

Patricia started her insurance agency (CBIS) with just herself and a part time employee, but quickly built the agency through 100% organic growth from \$0 to \$50,000,000 in annual premiums. CBIS continues to thrive through reputation and a solid delivery of focused customer service.

Patricia built a boutique type of insurance agency to cater to client's specific needs. Some of her clients include City of Detroit, RGIS, Trion Solutions and Grace Centers of Hope. While her focus is in the United States, but she often crosses the border to assist her customers that also work in other countries. But international sales are no stranger to Patricia because her baby clothes company sells to customers around the globe.

HER PASSION

If you meet Patricia, you will quickly see that she has tremendous passion for her businesses, but her true passion is in helping other women. She is a NAWBO EXCEL Board Member, one of the original five women that lead the YEA Program in 2015-16 and has also served as a volunteer for the Women's Business Enterprise Committee for over 5 years.

Patricia's involvement in helping other women doesn't stop there. She has also been a speaker, instructor or participant at numerous events and is continually reaching out to help the less fortunate with donations of her time, money and ideas.

RECOGNITION AND AWARDS

Best of Utica Award - Insurance, Risk Management and Group Benefits
Distinguished Service Award (2)
Goodwill Gold Star Award
Give a Child a Chance – Crossroads for Youth
Health Care Consumerism Magazine - Most Innovative Partner/Consultant Award
Volunteer for the Annual Girl Scout's Annual DTE Women in Finance Event
Prior Team Manager for a Private Youth Soccer Club (5 years)
Prior Soccer Coach Youth AYSO (1 Year)
Participation Chair for Young Entrepreneur's Academy

PROFESSIONAL AFFILIATIONS

Certified Insurance Counselor – 24 Years
WBENC Certified
NAWBO GDC
NAWBO EXCEL Board Member
WBENC - Volunteer for the CRC Committee

WHAT CLIENTS SAY ABOUT PATRICIA AND CBIS

“They are simply the best!”

Bavarian Inn and Lodge

“I want to thank you for assisting us so quickly in our time of need.”

Edwards Brothers Malloy

“The experience of you and your team will assist us in managing our program
on a long term basis.”

City of Detroit