



Der Manouel
INSURANCE GROUP



LANCE WATTS

Partner

Der Manouel Insurance Group
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Lance began his career with Der Manouel Insurance Group in 1995, and became a partner in January of 2008. He is responsible for the development and management of a large book of business, and also acts as mentor to the Financial Services Producers at the agency.

Lance specializes in Employee Benefit Consulting and Sales for industries including Emergency and Non-Emergency Medical Transportation, Churches, Christian Schools, and Non-Profit Agencies. He enjoys working with employers to create a benefits package that is customized for their specific needs. His goal is to design a benefit program that employees value as an important part of the total compensation package. Lance works closely with Human Resource Managers and provides invaluable support in compliance with legislative mandates, maintaining a competitive edge in benefit offerings, employee communication and more.

Lance is mindful of the enormous financial burden that employers face in providing employee benefits, and works diligently to find the perfect balance between attractive coverage and fiscal responsibility.

For the last ten years, Lance has been an Associate Member of the California Alliance of Child and Family Services. He is also a 17 year member of the Association of Christian Schools International and a 10 year member of the California Ambulance Association.

Please contact Lance with any questions, or to arrange a time to meet with him!

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