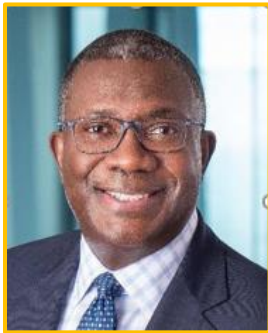


Connecting the Dots:

Business



**Synergies!
Opportunities!
Solutions!**



Terrance Williams

**EVP & General Manager
Allstate Insurance Company**

Terrance Williams

**EVP & General Mgr.
Allstate Agency Sales
Allstate Insurance Co.**

Terrance Williams is Executive Vice President and General Manager of Allstate Agency Sales. He is focused on accelerating innovation to transform the company's agency distribution channels in the U.S. and Canada. This includes driving profitable growth through Allstate's 11,000 domestic agencies and accelerating Allstate's market share growth in Canada. Williams brings a customer focus that will shape how consumers interact with Allstate as we broaden our circle of protection to meet their changing needs.

Before joining Allstate in January 2020, Williams was President, Emerging Business Group, and EVP, Chief Marketing Officer for Nationwide Mutual Insurance Company. During 24 years with Nationwide, he advanced through leadership roles touching almost every aspect of the business, including underwriting, claims, operations, sales and various profit and loss management roles. Prior to becoming Nationwide's CMO, Williams was President and Chief Operating Officer of Nationwide Agribusiness Insurance Company, which he led across the threshold of \$1 billion in revenue.

Williams serves on the Board of Directors for Encompass Health and the Columbus (Ohio) Regional Airport Authority. He has been named one of the Top 300 Most Powerful Executives in Corporate America by Black Enterprise magazine and has been recognized by Forbes magazine as one of the World's Most Influential CMOs.

Williams earned a bachelor's in risk management and insurance from the University of South Carolina. He received the university's distinguished alumni award in 2018. He also serves as an advisory board member for the University of South Carolina's Risk and Uncertainty Management Center at the Darla Moore School of Business.