

POSITIVELY Naperville

Business Profile

Business: Esser Hayes Insurance Group
Bill Hayes, Operations Manager

Website: www.esserhayes.com

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Background: Bill Hayes asked his employer, Price Waterhouse Consulting, for a six-month leave of absence 13 years ago to help his father and brother with some computer and process improvements at their insurance company in Naperville. Bill never did make it back to his old job; today he is one of five partners in Esser Hayes Insurance Group. Esser Hayes is the result of a 2003 merger of Esser Insurance, founded by Howard Esser, Sr. in 1941 and R.L. Hayes Insurance, established in 1991 by Bill's dad, Ray Hayes. Combining the decades of experience from Esser Insurance with cutting edge technology and processes used at R.L. Hayes the new entity has quickly gained a reputation as a forward-looking, ingenious financial provider devoted to the long-term protection and growth of its clients' assets.

"What sets us apart from other insurance groups is tradition and innovation," according to Bill Hayes, partner and operations manager. "The pairing of the latest in technology along with industry know-how and an old fashioned, personal approach to building client relationships is what separates us from our competitors," he continued. "We are in the insurance business, of course, but we are also in the relationship business," he concluded.

Community Service: Bill has lived in Naperville since 1973 and is committed to giving back to the local community. He is a member of the Board of Directors for Journeys of the Heart Adoption Services, volunteers at St. Patrick's Residence, is a member of the Naperville Area Chamber of Commerce and is active in fundraising for his alma mater Ss. Peter and Paul Elementary School.



Photo by Kathy Gowgiel of Harris

BILL HAYES of Esser Hayes Insurance Group.