



GREG HATCHER
Agency Owner

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CLU (Chartered Life Underwriter)

ChFC (Chartered Financial Consultant)

CHC (Certified Health Consultant)

RHU (Registered Health Underwriter)

REBC (Registered Employee Benefits Consultant)

Greg Hatcher started The Hatcher Agency from scratch in September of 1990 with a loan from the bank, an assistant, and 500 square feet of office space. He signed a 3-year lease on that 500 square feet of office space thinking it would be all he would ever need. At the end of the first year, he had outgrown his office space had grown to 7 employees and produced more insurance in his first year of business than any agent in the state of Arkansas. Three years later in 1993, The Hatcher Agency was named Arkansas' Small Business of the Year by Arkansas Business and The Hatcher Agency was the largest health insurance agency in the state of Arkansas. Greg and The Hatcher Agency have been the number one producer since, leading the state of Arkansas in health insurance sales every year since they started business in 1990.

Greg graduated in 1983 from Alma College with a degree in Public Relations. While at Alma, he was President of the Student Body, and lettered in soccer, wrestling and baseball. Greg was named the schools Outstanding Graduate and the TKE Fraternity's Top Fraternity Man for his local Chapter and Nationwide. Greg was also a nine-letter winner and one of the last athletes to play three varsity sports for four years at Alma College. He was captain of the wrestling team and was named First-Team-All-Michigan Intercollegiate Athletic Association in 1982-83. Hatcher helped the wrestling and baseball teams each capture three MIAA titles while also lettering in soccer. Following graduation, he coached baseball at Notre Dame University for 1 year before going to work for Arkansas Blue Cross Blue Shield. In Greg's 7 years at Arkansas Blue Cross Blue Shield, he was named the Account Executive of the Year, a record six consecutive times, before leaving to start his own agency in 1990.

In 1999, Greg wrote the book [55 Steps to Outrageous Service](#), which is a book outlining the service that The Hatcher Agency delivers every day to their clients. This book has sold over 25,000 copies to date. In 2006, Greg wrote [Between the Ears How to Think Like a Champion](#). Both can be purchased at tigerbooks.net or [Amazon](#). [55 Steps to Outrageous Service](#) is available by Audio on Amazon.com

The Hatcher Agency and associated companies have grown to a business with over 100 employees, over 1000 group clients, and over 180,000 insured's. Because of his Outrageous Service philosophy, Greg and The Hatcher Agency have earned numerous awards and recognition's, including Lifetime Status in the Million Dollar Roundtable, recognizing the top 3 % of life insurance producers in the country and a lifetime Golden Eagle Award winner by the National Association of Health Underwriters, recognizing the top 1% of health insurance producers nationwide.

The Hatcher Agency is the Top Producer currently for eight different insurance companies in Arkansas. It has led the state in health insurance sales every year since they have been in business under Greg's leadership. In addition, The Hatcher Agency has been named Arkansas Business of the Year in 1993, Arkansas Business' Most Philanthropic Company in 2006, and has been named by Arkansas Business as the Best Insurance Agency every year they've done the survey.

Greg is a Chartered Life Underwriter (CLU), Chartered Health Consultant (CHC), Chartered Financial Consultant (ChFC), Registered Health Underwriter (RHU), and Registered Employee Benefits Consultant (REBC). These designations account for over 50 different insurance exams and over 2,000 hours of additional study. Hatcher is the only agent in the state of Arkansas and possibly the nation to earn all five insurance designations.

Greg is very involved in the community, serving as Past Chairman of the following boards: Arkansas Sports Hall of Fame, Arkansas Insurance Exchange, the Little Rock Rotary Club, The Little Rock Marathon, Baptist Health Foundation Board, Heart Ball, Heart Walk, Centers for Youth and Families, The Arkansas Wrestling Association, and The Arthritis Foundation and the Little Rock Zoo.

Greg has received numerous awards and honors: the Sales and Marketing Executives Manager of the Year (2000), the March of Dimes Citizen of the Year (2005), The Jerry Davis Corporate Award from The American Heart Association (2013), Pulaski Technical College's Business Honoree (2013), Philanthropist of the Year for the State of Arkansas (2015), Cystic Fibrosis Man of the Year (2015), Sheriff's Ranch Man of the Year (2017), and Spectacular Honoree (2019), Baptist Health Power of Purpose (2022), Arkansas Insurance Hall of Fame Inductee (2022), World Services for the Blind Vision Award (2024), Arkansas Sports Hall of Fame Inductee (2025).

In 2017, Greg was named the Distinguished Alumnus by Alma College and was inducted into the Alma College Sports Hall of Fame. He was a member of three Hall of Fame wrestling teams and two Hall of Fame baseball teams. Hatcher was president of his junior class and served as president of the student body as a senior. He co-founded and was president of the Fellowship of Christian Athletes and also served as sports information director from 1981-83. In 2008, Greg became a member of the Alma College Board of Trustees.

His greatest work has come from his work in getting wrestling started in Arkansas. Hatcher founded The Arkansas Wrestling Association (AWA) and has purchased the mats for over 75 High School Wrestling teams and 14 Colleges and Universities to help get wrestling programs started at these schools. For his efforts, he has been honored with the "Dan Gable America Needs Wrestling Award", was named WIN Magazine's Man of the Year, and awarded The Certificate of Merit by The Arkansas Activities Association. Recently Greg was Inducted into the Arkansas Wrestling Hall of Fame and Ultimate Honor being Inducted into the National Wrestling Hall of Fame 2017. Arkansas is now the only state to have NCAA, D1, D2, D3, NAIA, Junior College and Women's Wrestling Programs. Greg is most pleased that over 5,000 kids now wrestle in Arkansas.

In May of 2018, Greg pledged to secure funding for Division 1 Wrestling to be added to UALR Athletics. The Greg Hatcher Wrestling Center is named in his honor. Today, UALR is a top 20 wrestling program in the nation and their coach, Neil Erisman was named National Coach of the Year in 2024.

In addition to Wrestling, Hatcher has been very involved in Arkansas Youth Sports. He founded the Mighty Bluebirds a 501C3 organization in 1994 and built it in to the States Premier Youth Sports program. It serves over 250 kids a day in Soccer, Wrestling, Basketball, Baseball, Tennis and Football. He coached the Mighty Bluebird teams for over 25 years with an elite coaching staff that has produced hundreds of college athletes including all 5 of his children.

Hatcher has donated and built many Wrestling Facilities Including University Of Arkansas at Little Rock, Ouachita Baptist University, Lyon College, and Alma College, and Indoor Soccer Facilities at Harding University and Ouachita Baptist University.

He donates these facilities because he believes that sports keep kids out of trouble and teach them discipline, determination, perseverance and develop character that last a lifetime.

Greg is married to Lee Hatcher and they have five children and 5 grandchildren. All five of his children played College Sports. They attend Trinity Presbyterian Church where Greg serves as an Elder.