

SPOTLIGHT



a weekly feature of the Kennebunk-Kennebunkport-Arundel Chamber of Commerce

Tonelli Insurance Group

Owner?

Nancy Tonelli

How long in business?

Tonelli Insurance Group opened August 2025.

Primary business/service offered?

Tonelli Insurance Group works with families, self-employed individuals, and small businesses throughout Maine, New Hampshire, and Massachusetts to help create financial stability when life doesn't go according to plan. We focus on employee benefits, income protection, home, auto, business and health coverage, and strategies that help people protect what they've worked hard to build.

What makes your business special?

Our focus on people before products. We believe the best conversations start with understanding what keeps someone up at night, whether that's retaining good employees, protecting family income, keeping a business running, or preparing for life's unexpected turns. Rather than leading with insurance products, we take a consultative approach, helping clients identify risks, uncover gaps, and think through how an interruption could impact them. From enrollment support to ongoing guidance, we stay involved long after the initial conversation to help clients navigate changes and make informed decisions as their needs evolve. Our goal is simple: helping people create greater stability and confidence before life forces the conversation.



Best thing you sell/serve/do?

I help families, self-employed individuals, and small business owners create greater financial stability when life doesn't go according to plan. My role isn't to sell policies—it's to help people think through the risks that could impact their family, employees, income, or business and create a plan that helps them move forward with confidence.

Something people don't realize about your business/services?

Most people think insurance is about products. I believe it's really about protecting the life, business, and future you've worked hard to build. Some of the most valuable conversations happen long before a policy is discussed, when we're talking about employee retention, business continuity, family security, or what happens if life suddenly interrupts the plan you had.

Contact Information

(207) 216-2197

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