

Leading with Vision: The Journey of Stacy Kahan, CEO of 1706 Advisors



Stacy Kahan | Founder | 1706 Advisors

Stacy Kahan, the founder of 1706 Advisors, a distinguished insurance brokerage firm established over 30 years ago, has emerged as a stalwart leader in the industry. With a career spanning four decades, Stacy's journey from a New York Life agent to the esteemed position of CEO at 1706 Advisors reflects a commitment to client-centric

practices and innovative leadership. We, at EliteX, are honored to introduce Stacy Kahan as one of the 20 Elite CEOs in 2024.

As Stacy recounts, the inspiration to assume a leadership role stemmed from an innate trait for leading coupled with a drive to run a business effectively. Her leadership style, characterized by a blend of transformational and participative approaches, has been instrumental in fostering collaboration and decision-making based on collective insights. Facing the significant challenge posed by the Covid pandemic, Stacy and her team demonstrated resilience by strategically investing in marketing efforts despite a 30% drop in income, showcasing their commitment to navigating challenges with proactive solutions.



“Success isn’t measured solely by financial gains but by the positive impact we make in the lives of our clients and communities.” – Stacy Kahan

In a competitive landscape, Stacy emphasizes the importance of fostering innovation through diverse consultative approaches, ensuring the company remains at the forefront of industry trends and advancements. Balancing professional demands with personal priorities, Stacy prioritizes work-life balance through coaching and steadfast adherence to boundaries, underscoring the importance of maintaining equilibrium amidst demanding roles.

Diversity, equity, and inclusion are not just principles but actively nurtured within 1706 Advisors, fostering a culture of care, fairness, and accountability. Additionally, the company actively engages in corporate social responsibility through staff-driven initiatives aimed at making a positive impact in the community. To aspiring leaders, Stacy advocates for a patient, client-focused approach, emphasizing the value of incremental growth and steadfast dedication to clientele.

“Innovation thrives in an environment of collaboration and diverse perspectives.” – Stacy Kahan



Looking ahead, Stacy envisions 1706 Advisors as a dynamic player in an evolving industry, poised for growth and adaptability in response to emerging trends and challenges. Reflecting on achievements, Stacy takes pride in the recognition received as Partner Firm of the Year, a testament to the firm's organic growth and active participation within industry networks.

Central to cultivating a positive company culture is regular communication, dialogue, and a shared commitment to growth and excellence. Elite CEOs, according to Stacy, possess a global perspective and a penchant for strategic thinking, traits she embodies through her visionary leadership and strategic outlook. Staying informed and adaptive is paramount, with Stacy actively engaging in reading and industry participation to inform strategic decisions.

Mentorship and continuous learning form the cornerstone of personal and professional growth for Stacy, who both seeks guidance and imparts wisdom to nurture talent within the organization. As a guiding mantra, Stacy emphasizes the importance of accountability and execution, encapsulated in the phrase "inspect what you expect."



Open communication and collaboration are fostered within the organization, with an ethos that no challenge is insurmountable when tackled collectively. Looking forward, Stacy is excited about the company's growth trajectory, with a focus on leveraging various marketing channels to expand reach and drive income growth by 40%.

“Leadership isn’t just about making decisions; it’s about inspiring collective action and shared success.” – Stacy Kahan



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