

AAI

Year Established: 2004

Agency Members: 200

States Agency Operates In:

AZ, CO, GA, ID, IL, IN, IA, KS, KY, MN, MO, MT, NE, NV, NM, NC, OH, OR, PA, SC, TN, TX, UT, VA, WA, WV, WI, WY

Description of Network's management structure, goals, and agencies best served:

(AAI) Affordable American Insurance is a business development focused Member Association. We are uniquely different from the Insurance Aggregators, Cluster Groups, and Franchisers.

We provide turn-key programs and, unparalleled support, business development, assistance, and guidance. We help existing Independent Agents of all situations, focused on improving growth, systems, processes, and efficiencies. We also help captive agents open Independent Agencies. Whether you are currently an Independent Agency Owner or you're looking to become one our focus is the same, to help agencies navigate the journey from writing your first policy to break through the all the common plateaus of growing and scaling an agency into a thriving business operation. Understanding how to do what and when is the key to navigate the journey of writing your first \$1M in premium to then efficiently and effectively scaling the growth of a \$3M to \$5M to \$10M+ agency in far less time.

Our focus makes us unique in the industry because of our focus on the business side of the agency. We support every member agency to:

- Overcome the plateaus between each stage of success and growth
- Increase ROI on their time, energy, and resources
- Grow bigger, faster, more efficiently
- Move from agent to business owner

What is your time and energy worth? It's one thing to build a \$1M or \$2M agency or to grow a \$3M agency to \$6M in 4-5 years. However, achieving your aspirations and goals in much less time, more efficiently, is priceless. We have the systems, processes, resources, people and expertise to help you unlock and maximize your potential. It's what we do better than anyone else.

Because we are a Member Association, we offer many unique differences from others:

- You own your Agency, your book 100% (there is no vesting or multipliers you must pay to sell or perpetuate your book/business)
- You can perpetuate your agency to your family or sell it
- No 1-Year non-compete
- No exit or transfer fee nor buyout clause

Again, what is your time worth? What value would it be, to minimize the plateaus between each stage of growth to grow bigger, faster, more efficiently? We help agents do this better than anyone else.

Premium Controlled by Network:

\$150 - \$250 million

Services and Resources:

1) Business Development Team

- New Agency & ongoing Business/Marketing strategy analysis to execution implementation- (How to do What When)

2) Technology back office support & access to fundamental tech systems and software.

3) Technology

- Management System & Rater Engine software
- Business Intelligence Analytics Software (in house software) 4) Carrier Commissions Accounting

Top Commercial Lines Carriers:

Travelers

Hartford

Nationwide

Liberty Mutual

Progressive

Top Personal Line Carriers:

Safeco

Travelers

Nationwide

Progressive

State Auto

Special Programs or Coverages:**Product Mix:**

- Property & Casualty %: 99
- Life %: 1
- Annuity/Investments %:
- Health %:
- Other %:

Ideal Agency Candidate:

Persons that are more interested in access to systems, programs, resources and the expertise:

- Increase the ROI of their time, energy and resource
- Grow bigger faster more efficiently
- Navigate the plateaus between each "stage of growth"
- Move from Agent to Business Owner To that of who will give you the "highest splits", most carriers and cheapest Management System.

Qualifications to Join Network:

At least 1 year of captive experience.

Membership Coordinator:

- Colt Carr
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