

## ANE Agency Network Exchange, LLC

**Year Established:** 2009

**Agency Members:** 70

**States Agency Operates In:**  
NJ

**Description of Network's management structure, goals, and agencies best served:**  
Corporate employees, regional managers and staff. Seeking agencies with 10-50 employees with potential and desire to generate profitable growth.

**Premium Controlled by Network:**  
> \$250 million

**Services and Resources:**  
Programs, sales training, business planning, perpetuation and succession planning, producer school, producer training and coaching, agency evaluations, intellectual capital, best practices, vendor discounts, special incentives, profit sharing, leadership peer groups, coordinated production planning, product and marketing opportunities.

**Top Commercial Lines Carriers:**

Chubb  
Hartford  
Liberty Mutual  
Nationwide  
Selective  
Travelers

**Top Personal Line Carriers:**

Franklin Mutual  
Plymouth Rock  
Travelers

**Special Programs or Coverages:**

Vertafore, RMS Hospitality, E&S, 1-4 family habitational, restaurants, bars and taverns, NY contractors, Lloyds CGL, life insurance, and preferred vendor programs.

**Product Mix:**

- Property & Casualty %: 90
- Life %: 5
- Annuity/Investments %:
- Health %: 5
- Other %:

**Ideal Agency Candidate:**

Upward path with growth potential, desire to plan for future growth and adapt to the necessary changes needed to thrive in our current and future marketplace.

**Qualifications to Join Network:**

Minimum Premium/Revenue: \$1 million revenue

Employee Count: 8

Other Criteria: Growing profitability

**Membership Coordinator:**

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- CEO
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