

Associated Risk Managers - Kentucky & Ohio

Year Established: 1974

Agency Members: 20

States Agency Operates In:

KY, OH

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

ARM KY & OH is 100% owned by its Member agencies and operates under Management by its Executive Director. ARM KY & OH are two State Chapters of the ARM National organization (www.armiweb.com). Members are typically small to mid-size Independent Agencies whose collective ability provides special and/or exclusive access to insurance products and services.

Premium Controlled by Network:

\$100 - \$150 million

Services and Resources:

"Exclusive" access to standard and specialty insurance carriers; specialty insurance expertise; dedicated wholesale broker services; education and training; agent and agency networking events; wholly owned premium financing company; carrier contingency agreements; local, regional and national affiliations and business networking.

Top Commercial Lines Carriers:

Top Personal Line Carriers:

Special Programs or Coverages:

ARM KY & OH has more than 20 Special Programs - "Special Programs" means either: exclusive access for ARM Member agencies, higher original commissions, override commissions, collective contingency commission agreements, discounts for insureds, or discounts on purchases of services. Examples: exclusive access to <https://www.tmhcc.com/en-us/products/public-entity-insurance>; override brokerage commissions from Arlington/Roe, Risk Placement Services (RPS), RT Specialty, Worldwide Facilities (Tennant Risk) and other wholesale brokers; higher commission agreements with AIG Private Client, American Modern Group, Foremost.

Product Mix:

- Property & Casualty %: 100
- Life %:
- Annuity/Investments %:
- Health %:
- Other %:

Ideal Agency Candidate:

Mid-sized local and regional agencies with strong reputations and longtime connections to their communities - we seek agencies with solid succession plans and/or ownership under 50 years old -

Qualifications to Join Network:

Minimum Premium/Revenue: No firm criteria

Employee Count: No firm criteria

Other Criteria: By Invitation Only

Membership Coordinator:

- Terry Quested
- Executive Director
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