

Axis Associated Insurance Brokers, LLC

Year Established: 2013

Agency Members: 25

States Agency Operates In:

CA

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

Axis Brokers was established to help the smaller, growing agencies expand their offerings and/or entrepreneurial top producers who are looking to set up their own agency. In addition to market access, we have set up an agency management system (Applied Epic), contracted CSR services, Sales & Marketing Training and peer to peer support. Our goal is to help agencies grow and expand their business while providing true organic growth to our partner insurance companies.

Premium Controlled by Network:

\$150 – 250 million

Services and Resources:

- Agency Management System (Epic)
- Access to CSR Services and help
- Sales and Marketing programs to grow sales
- Personal lines rating system

Top Commercial Lines Carriers:

Amtrust
CAN
CBIC
Chubb
Employers
Guard
Markel
Mercury
Nationwide
Oregon Mutual
Travelers

Top Personal Line Carriers:

Chubb
Kemper Preferred
Mercury
National General
Nationwide
Oregon Mutual
Safeco
Stillwater
Travelers

Special Programs or Coverages: No proprietary programs currently but have access to specialty winery programs through company relationships.

Product Mix:

- Property & Casualty %: 75
- Life %:
- Annuity/Investments %:
- Health %: 5
- Other %: 20

Ideal Agency Candidate: We are ideally looking for entrepreneurial types who are looking to take their book of business or insurance skill sets and start their own agency. Existing agencies that have a new growth motivation or new ownership who is looking to upgrade technology and or sales systems. Agency owners who are providing professional long-term risk management services for their clients and customers.

Qualifications to Join Network:

Minimum Premium/Revenue: N/A

Employee Count: N/A

Other Criteria: Looking for agencies that are growth oriented through new sales production.

Membership Coordinator:

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