

## Indium

**Year Established:** 2005

**Agency Members:** 360

**States Agency Operates In:**

DE, FL, GA, IL, IN, KY, MD, MI, MO, OH, PA, VA

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

We were founded by independent agents working together to help independent agents stay independent. Because we are founded, owned and directed by independent agents, we offer the most agent-friendly partnership agreement options in the industry, and our solutions for growth, profitability, and perpetuation are organically developed, tested and approved by agents, for agents. With that as our pedigree and our noble purpose, our partnership agreements guarantee that our agency partners maintain 100% ownership of their business with no non-compete clauses, no first-rights of refusal, and the freedom for our agency partners to go direct, with no cost to leave.

**Premium Controlled by Network:**

\$25 - \$100 million

**Services and Resources:**

Training, technology, producer development, perpetuation planning, business intelligence, HR and lending/financing.

**Top Commercial Lines Carriers:**

CAN  
Chubb  
Liberty Mutual  
Travelers

**Top Personal Line Carriers:**

American Modern  
Chubb  
Encompass  
Safeco  
Travelers

**Special Programs or Coverages:**

**Product Mix:**

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

**Ideal Agency Candidate:**

As our mission is to help our agency partners and companies grow profitably, we look for agencies who believe in the independent distribution model of insurance and are looking to preserve independence for themselves and their agency. We like our agency partners to represent two or more regional or national standard lines carriers and have at least a 3-year history of profitable growth. We also look for agency partners who can demonstrate the need and capacity for leveraging Indium and our partner companies to achieve profitable growth objectives.

**Qualifications to Join Network:**

Minimum Premium/Revenue: n/a

Employee Count: n/a

Other Criteria: 3-5 years of historical profitable growth

**Membership Coordinator:**

- Scott Richards
- Leader of Sales & Brand Marketing
- srichards@goindium.com
- 614-942-1472

**Address:**

175 South 3<sup>rd</sup> Street  
#940  
Columbus, OH 43215

**Email Address:**

srichards@goindium.com

**Phone Number:**

614-942-1472