

## Iroquois Group

**Year Established:** 1977

**Agency Members:** 2,200

**States Agency Operates In:**

AL, AZ, AR, CA, CO, CT, DE, FL, GA, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MO, NE, NV, NH, NJ, NM, NY, NC, OH, OK, PA, RI, SC, TN, TX, UT, VT, VA, WV, WI

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

Iroquois® is a network of more than 2,000 independent agencies in 41 states writing over \$1 Billion in premium with affiliated Carrier-Partners. Agencies with premium from \$2 million to more than \$100 million join Iroquois to grow revenue, profits and agency value, without sacrificing independence. Given the regional nature of insurance, Iroquois is structured in 5 regions, each run by a Managing Partner.

**Premium Controlled by Network:**

> \$250 million

**Services and Resources:**

Profit sharing, bonus opportunities, advice, support and training, vendor discounts

**Top Commercial Lines Carriers:**

Travelers  
Liberty Mutual  
Hartford  
Main Street America

**Top Personal Line Carriers:**

Travelers  
Safeco  
MetLife  
Main Street America

**Special Programs or Coverages:**

**Product Mix:**

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

**Ideal Agency Candidate:**

**Qualifications to Join Network:**

Iroquois is looking for established, professionally run, independent agencies interested in partnering with Iroquois to build agency revenue, profits and value.

**Membership Coordinator:**

- Alice Keesler
- Member Liaison
- akeesler@iroquoisgroup.com
- 716-373-5511 ex. 327

**Address:**

35 West Main Street  
Allegany, NY 14706

**Email Address:**

admin@iroquoisgroup.com

**Phone Number:**

716-373-5511