

Insurance Agency Network

Year Established: 2017

Number of Agency Members: 125

States Agency Operates In:

AZ, CA, CO, HI, ID, IL, IN, IA, KS, MI, MN, MO, MT, NE, NV, NM, ND, OH, OR, PA, SD, TN, UT, WA, WI, WY

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

Insurance Agency Network is headquartered in Redmond, WA, managed by a Board of Directors and active executive mgt. Our goal is to support members in driving growth, profitability and best practices for independent agents. Targeted agencies with a minimum of \$1M – 1.5M DWP.

Premium Controlled by Network:

> \$250 million

Services and Resources:

Technology, Marketing, and Management

Top Commercial Lines Carriers:

AmTrust
Berkley North Pacific
Berkshire – Guard
Liberty Mutual
Markel
National General
Nationwide
State Auto Insurance
The Hartford

Top Personal Line Carriers:

Encompass
Foremost
Haggerty
Mapfre
National General
Nationwide
Nationwide Private Client
Safeco
State Auto Insurance

Special Programs or Coverages:

- Technology Package
- Marketing

Product Mix:

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

Ideal Agency Candidate:

Established independent agency with long range plan. Nationwide AIDCO and Exclusive agents.

Qualifications to Join Network:

Minimum Premium/Revenue: 2.5M DWP or greater

Employee Count: n/a

Other Criteria: n/a

Membership Coordinator:

- Michael Haller, CIC
- Director
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