

ISU Insurance Agency Network

Year Established: 1978

Agency Members: 200

States Agency Operates In:

AL, AZ, AR, CA, CO, FL, GA, ID, IN, IL, IA, KS, KY, LA, MD, MI, MN, MO, MT, NV, NJ, NM, NY, NC, ND, OH, OR, PA, SC, SD, TN, TX, UT, WA, WI

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

The ISU Insurance Agency Network, headquartered in San Francisco, is managed through 6 regional offices. Our goal is supporting our Members goal of independence, growth and profitability. We target Agencies with a minimum of \$1MM to \$25MM revenue. We are committed to quality not quantity.

Premium Controlled by Network:

\$1BB

Services and Resources:

National Brand recognition for excellence and quality in all we do. Licensing in all 50 states. Direct access to carriers and their systems. Risk placement as requested; comprehensive database of the collective books of business and knowledge of all the members; carrier contract negotiations; M&A advice/consulting; access to preferred providers of HR, Safety, Claims Administration, ISU Member Incentive trips with preferred carriers; Annual national conference and Fall regional forums with carriers and vendors at both.

Top Commercial Lines Carriers:

AIG

Allstate Insurance

AmTrust North America

AmWINS

Arrowhead Gen. Ins.

Atlas General Insurance Atlas General Insurance

Auto-Owners

Berkshire Hathaway Homestate Co. (BHHC)

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Homestate Co. (BHHC)

Burns & Wilcox

Chubb Insurance

CNA Insurance

CompWest

Core Programs

CRC

Crouse & Associates
CSE Insurance
Deans & Homer
DB Insurance
EMC Insurance
Employers Comp Insurance Group
Everest Insurance Company
Evolve MGA
Grange Insurance
Great American Insurance
Guard Insurance
Hanover Insurance
Hartford Steam Boiler
ICW Group
KBIC
Kemper
Liberty Mutual Mountain Region
Liberty Mutual Northwest Region
Liberty Mutual: Pacific Region (CA only)
Liberty Mutual Midwest
Liberty Mutual Southeast
Main Street American Group (MSA)
Markel Specialty Insurance
Mercury
MetLife CL
MetLife Flood
National General
Nationwide
NIAC
NSM Insurance Oregon Mutual
Pacific Compensation Insurance Co
Philadelphia Insurance Companies
Preferred Employers
Progressive Insurance
Republic Indemnity
RPS
RT Specialty
Safehold

Secura Specialty Insurance
Seneca Insurance Society Insurance
State Auto
Tapco
Travelers
United Fire Group (Financial Pacific)
West Bend Mutual Insurance
Worldwide Facilities
Zenith

Top Personal Line Carriers:

AIG
Allstate Insurance
American Collectors
American Modern
American Strategic Insurance/Progressive Home
AmWINS
Auto-Owners
Burns & Wilcox
Chubb Insurance
CRC
CSE Insurance
Deans & Homer
Encompass Insurance Company
First American Specialty
Foremost
Grange Insurance
Hagerty
Hanover Insurance
Hartford Insurance
Kemper
Main Street American Group (MSA)
Mapfre
MetLife
MetLife Flood
NatGen Premier
National General
Nationwide
Nationwide Private Client

Oregon Mutual
Palomar Specialty
Presidio Exchange
Progressive Insurance
Prospect General
Safeco
State Auto
Tapco
Travelers
Universal Property and Casualty
West Bend
Mutual
Insurance
Worldwide
Facilities

Special Programs or Coverages:

Our most preferred program is our contractual agreement with our Members and the significant financial returns we generate for our Members which we achieve by focusing on the quality of the business we write, and the creativity applied to our carrier compensation agreements.

Product Mix:

- Property & Casualty %: 87
- Life %: 2
- Annuity/Investments %: 1
- Health %: 10
- Other %:

Ideal Agency Candidate:

Well established and successful independent agency with a minimum of \$1,000,000 in revenue, and an impeccable reputation and a commitment to quality and excellence in all they do.

Qualifications to Join Network:

Minimum Premium/Revenue: 1,000,000 revenue

Employee Count: 10

Membership Coordinator:

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