

Insurance Solutions Pacific Coast

Year Established: 2018

Agency Members: 7

States Agency Operates In:

AZ, CA, TX

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

ISPC was built primarily to assist Captive agents in the transition to the Independent channel. We are made up of PL and CL agents who work in personal and commercial lines. Our goal is to be recognized as the "go to" for captive agents transition into a new world of insurance.

Premium Controlled by Network:

< \$25 million

Services and Resources:

Designed plug and play systems for the Captive agent in need of complete systems training from A to Z.

Top Commercial Lines Carriers:

Liberty Mutual

Markel

Travelers

Zenith

Top Personal Line Carriers:

Mercury

Nationwide

Safeco

Travelers

Special Programs or Coverages:

Mergers and Acquisitions Department.

Product Mix:

Property & Casualty %: 88

Life %: 4

Annuity/Investments %:

Health %:

Other %: 8

Ideal Agency Candidate:

A captive agent with an established marketing and sales system and experienced CSR or VA. Preferable sales experience of at least 3 years.

Qualifications to Join Network:

Minimum Premium/Revenue: 0

Employee Count: 1

Other Criteria: 3 year's agent experience

Membership Coordinator:

- Craig William Bass
- Head of Distribution
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