



INSURANCE
NETWORKS
ALLIANCE

3rd ANNUAL INA MEETING
Strategy Matters.

OUR MISSION

We are a forum to collaborate with our industry partners. Our goal is to work together for productive relationships with carriers, associations, channel partners and peers to evolve the collective value of insurance networks.

OUR VISION

The Insurance Networks Alliance is the principal organization promoting the critical role of insurance networks to the independent agent distribution channel.

HISTORY OF THE INA

MAY 2016

Live Oak Bank
planning meeting

SEPT 2016

Meeting in
Wilmington, NC

JAN 2017

Meeting in The
Woodlands, TX

JAN 2018

INA Inaugural
Meeting

Jan 2019

2ND Annual
Meeting

JUNE 2019

Networks
Directory
Debut

JAN 2020

3rd Annual Meeting

MEETING ATTENDANCE

44 Networks

41 Service
Providers



24 PAs/Wholesalers

30 Carriers

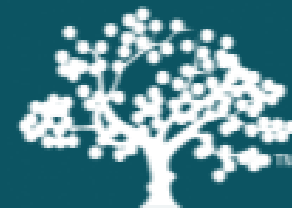
DOWNLOAD THE INA MEETING APP



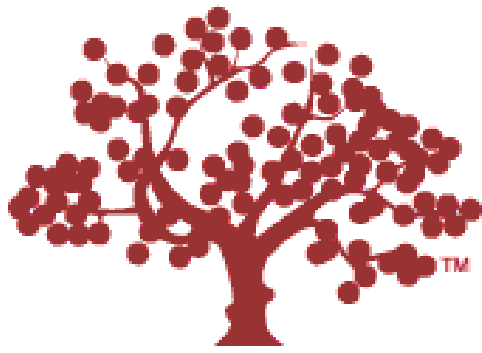
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Rough Notes



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THINGS TO REMEMBER

- ✓ Maximize your time!
- ✓ Tips for networking
- ✓ Important housekeeping tips



INDUSTRY STATISTICS & GROWTH

Insurance Journal article from 8/5/19:

The top 20 “aggregators” represent about \$3.8B in revenue. Backing into a written premium number at an average of 10% commission = \$38B.

Insurance Information Institute:

2018 Net Premiums Written for P&C sector was \$612.6B (10.8% Growth)

Property/Casualty Insurance Industry Income Analysis, 2014-2018
(\$ billions)

	2014	2015	2016	2017	2018
Net premiums written	\$497.0	\$514.4	\$528.3	\$552.6	\$612.6
Percent change	4.2%	3.5%	2.7%	4.6%	10.8%

The top 20 aggregators control 6% of the P&C marketplace.

INDUSTRY STATISTICS & GROWTH

2018 Agency Universe Report

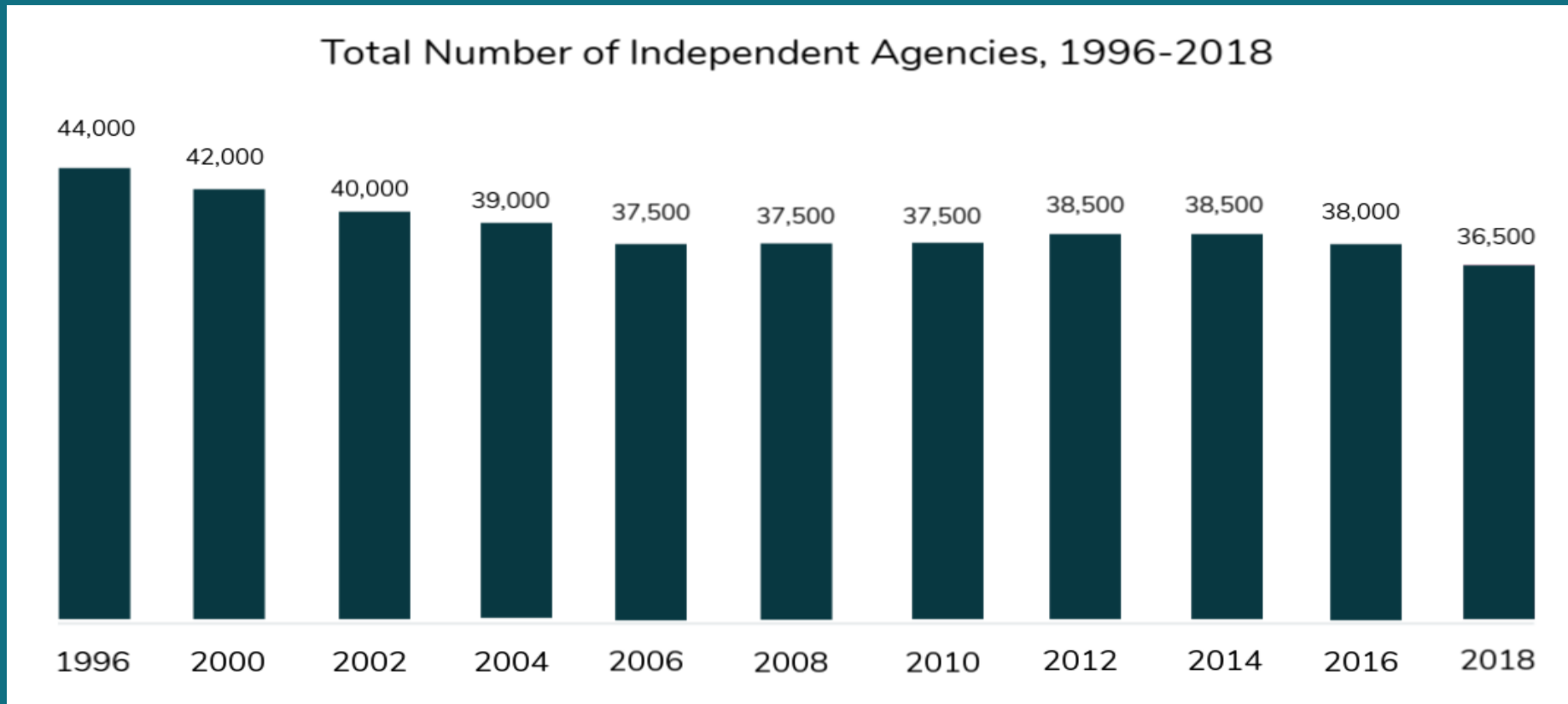
- **36,500** independent agents in the US
- The **43** Networks attending this meeting represent **19,289** agencies across the country
- That means **53%** of all agencies have a relationship with one of the networks here today

2019 INA research identified 170+ P&C focused Networks

- There are likely more out there
- Collectively, networks have a huge impact on insurance distribution

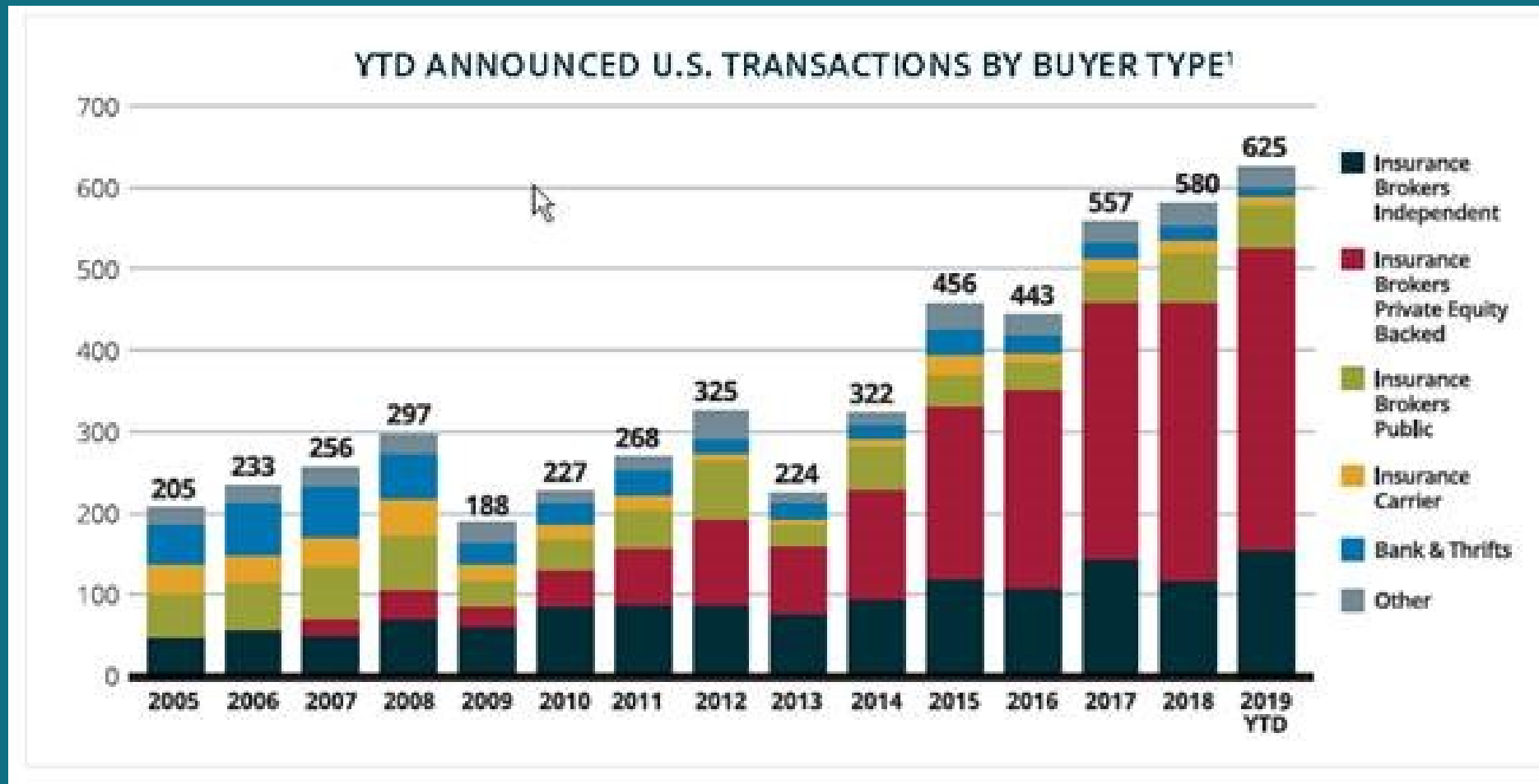
THE INDEPENDENT AGENCY SYSTEM

The Current Landscape:



**Source: 2018 Agency Universe Study – Independent Insurance Agents and Brokers of America, Inc and Future One*

MARSHBERRY M&A TRENDS, Q4 2019



INDUSTRY CHALLENGES

- **Supporting Your Network Membership**
- **Helping Members Grow**
- **Hiring, Retaining, Training & Developing People**
 - Sourcing needs – finding account managers AND producers
 - Attracting talent - GenX, GenY, Gen Z
 - Retaining talent – building & envisioning career paths
 - Trend toward remote workers – traditional vs flexible
 - Equipping staff for the hard market – tougher conversations
- **Keeping Pace with Technology**

ADVISORY COMMITTEE

NETWORKS

Tiffany Bertolini – *PIIB*

Andrew Caldwell – *Smart Choice*

AJ Lovitt – *Combined Agents of America*

Steve Pearson – *ISU*

Elizabeth Schenk – *ANE*

Rene Swan – *United Valley Insurance*

INDUSTRY SERVICE PROVIDERS

Kelly Drouillard – *Live Oak Bank*

Trent Richmond – *Agency KPI*

Mike Strakhov – *Live Oak Bank*

CARRIERS

Mark Angelucci – *Utica National Insurance*

Joseph Latella – *Travelers*

John McCaleb – *The Hartford*

Paul Morrisette – *Chubb*

Larry Phillips – *EMC Insurance*

INSURANCE AGENCY NETWORKS DIRECTORY

The INA Insurance Agency Networks Directory is designed to provide value for carriers, agents, and networks. The goal of this directory is to become a resource for agents seeking a best fit network for their operation and for carriers looking for new distribution partners.

ACDFGHIKMNOPRSTUV

AAI
Contact: Colt Carr: Vice President, Business Development
Address
2090 E. 104th Avenue
Suite 300
Thornton Colorado 80233
United States
Work Phone: 303-451-8100
Email: info@insuranceaai.com
Website: https://affordableamericaninsurance.com/

States: AZ, CO, GA, IA, ID, IL, IN, KS, KY, MN, MO, MT, NC, NE, NM, NV, OH, OR, PA, SC, TN, TX, UT, VA, WA, WI, WV, WY

Advantage Partners Network
Contact: James G. Bastian: Co-Founder/CEO
Address
73 Cutter Mill Road
Great Neck New York 11021
Work Phone: 866-443-8859
Email: info@apagents.com
Website: https://www.advantagepartnersnetwork.com/

States: AZ, CA, CT, DE, FL, GA, IL, ME, MI, NC, NJ, NY, OH, PA, RI, SC, TN, TX, VA, WI

INSURANCE AGENCY NETWORKS DIRECTORY

Add your network to the growing directory!

Visit **networksalliance.com** to complete the survey.

* 1. Network Information

Name of Network *

Address *

Address 2 *

City/Town *

State/Province *

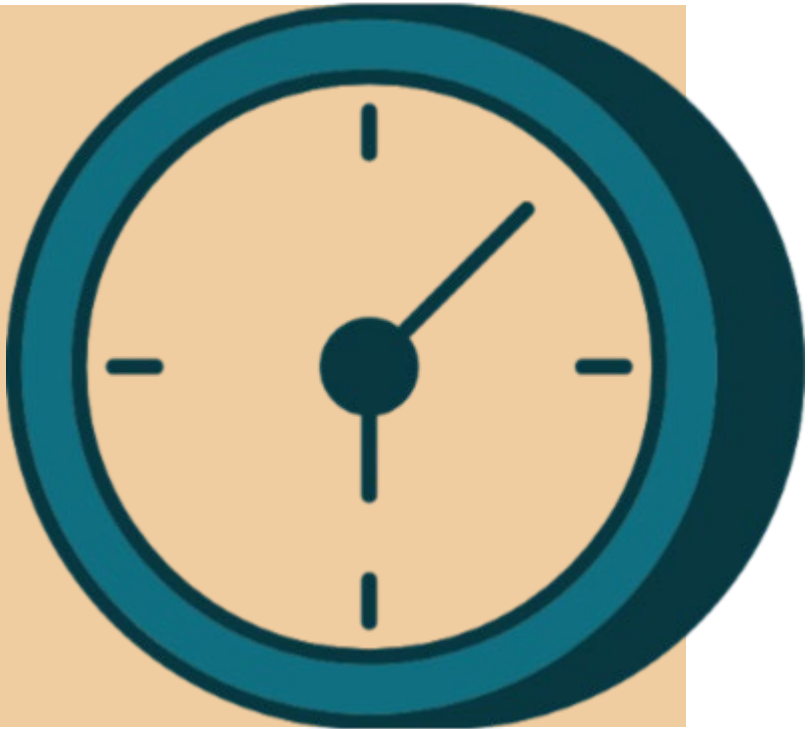
ZIP/Postal Code *

Country *

Email Address

Phone Number *

WEDNESDAY AGENDA



UP NEXT

Welcome to INA: *State of the Industry and Political / Economic Impacts*, Joan K. Woodward



2:30 PM

The Digital Collaboration Revolution



4:00 PM

Making Data an Asset Today to Compete Tomorrow, Eric Price-Glynn



5:00 PM - Networking Reception

THURSDAY AGENDA



8 AM - Networking Breakfast



9:00 AM

General Session: *Cyber Liability – Protecting Your Networks and Agents*, John Immordino



11:00 AM - Networking Lounge Opens



12:00 PM - Networking Lunch



1:30 PM

Marketing Strategies to Grow Your Agents, Chris Paradiso



3:00 PM

Best Practice Round Table Discussions



4:00 PM

Wrap Up General Session



5:00 PM - Networking Reception

STATE OF THE INDUSTRY & POLITICAL / ECONOMIC IMPACTS

JOAN K. WOODWARD

*Executive Vice President of Public Policy, Travelers
President, The Travelers Institute*





SEE YOU AT 2:30!

2:30 PM

The Digital Collaboration Revolution

4:00 PM

Making Data an Asset Today to Compete Tomorrow, Eric Price-Glynn

5:00 PM

Networking Reception