

Insurance Networks Meet in Tempe

The only organization that focuses on Insurance Agency Networks met last month in Tempe, Arizona for their 3rd Annual event. Over 250 individuals attended the Insurance Networks Alliance (INA) meeting to promote and support the critical role of insurance agency networks in the independent agent distribution channel. Representatives from 44 Agency Networks, 54 Markets and 41 Service Providers spent two days discussing issues and solutions critical to agency networks, the carriers with whom they partner and service providers who support these businesses.

“For the third straight year, the INA has delivered with speakers who provide timely and relevant information with engaging presentations intended for us, network CEOs and leaders,” said Rene Swan, President of United Valley Insurance Services. “The committed and experienced group of network professionals on the INA Advisory Committee produced an event that allowed me to make many valuable connections which I expect will lead to stronger relationships, improved efficiency and more business.”

The INA event was kicked off by the president of Travelers Institute, Executive VP of Public Policy Joan K. Woodward who delivered a State of the Industry presentation focusing on economic and political impacts. Presentations on collaborative planning with carriers and service providers, data collection, cyber security and marketing strategy followed.

Jay Larsen, Vice President P&C Sales at Nationwide commented, “I found the INA conference to be an outstanding venue for solid interaction between carriers and key agency networks. The service providers were also well-positioned to serve the audience and subject matter. One panel discussion provided a wonderful example of available technologies that serve agency networks, carriers, and policyholders through transparency of data and information. This approach very much aligns with Nationwide as we place agencies and members at the center of everything we do.”

“The 2020 INA conference was my second and I found both 2019 and 2020 conferences very beneficial,” said Dave Keller, VP of Carrier Relations at Keystone Insurers Group. “The spirit of the 2020 conference was about the interdependence and collaboration that exists between agency networks and insurance carriers. The presentations were well done and informative and the networking time was very beneficial. I felt that it compared favorably to CIAB and I look forward to attending next year’s INA conference as well.”

In addition to the INA Annual meetings, the group also publishes an [Insurance Agency Networks Directory](#) as a resource for agents seeking a best fit network for their operation, and carriers looking for new distribution partners.

Networks, carriers and service providers interested in learning more about the INA can contact the Alliance at info@networksalliance.com, 302 268 1016, or go to www.networksalliance.com