



INSURANCE  
NETWORKS  
ALLIANCE



# Excellence by Association

4<sup>th</sup> Annual Meeting ★ August 11<sup>th</sup> – 13<sup>th</sup>



**MIKE STRAKHOV, CPCU**

*Senior Vice President, Live Oak Bank*

## **OUR MISSION**

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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**

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

# INA MILESTONES

**MAY 2016**

Live Oak Bank  
planning meeting

**JAN 2018**

1<sup>st</sup> Annual  
Meeting in  
Temp, AZ

**JAN 2019**

2<sup>nd</sup> Annual  
Meeting in  
Temp, AZ

**JUNE 2019**

Networks  
Directory Debut

**JAN 2020**

3<sup>rd</sup> Annual  
Meeting in  
Tempe, AZ

**MAY 2020**

1<sup>st</sup> Town Hall  
Webinar

# INA MILESTONES

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**JUNE 2020**

INA  
Membership  
Debut

**SEPT 2020**

2<sup>nd</sup> Townhall  
Webinar

**FEB 2021**

3<sup>rd</sup> Townhall  
Webinar

**AUG 2021**

4<sup>th</sup> Annual  
Meeting in  
Chicago, IL

**SEPT 2021**

*1<sup>st</sup> Networks Industry  
Study Implementation*

**JAN 2022**

*5<sup>th</sup> Annual  
Meeting in  
Fort Worth, TX*



**HOLD the DATE**

**2022 Annual Meeting**

**January 25-27, 2022 | Fort Worth, Texas**

# ADVISORY COMMITTEE

## CARRIERS

**Mark Angelucci** – *Utica National Insurance*

**Joseph Latella** – *Travelers*

**Philip Lucca** – *EMC Insurance*

**Paul Morrissette** – *Chubb*

## INDUSTRY SERVICE PROVIDERS

**Kelly Drouillard** – *Live Oak Bank*

**Trent Richmond** – *Agency KPI*

**Mike Strakhov** – *Live Oak Bank*

## NETWORKS

**Tiffany Bertolini** – *PIIB*

**Brian Brusoski** – *Keystone Insurance Group*

**Andrew Caldwell** – *Smart Choice*

**Chad Eddy** – *Indium*

**AJ Lovitt** – *Combined Agents of America*

**Steve Pearson** – *ISU*

**Leanne Ross** – *Renaissance Alliance*

**Elizabeth Schenk** – *ANE*

**Rene Swan** – *United Valley Insurance*

# 2020-2021 INSURANCE NETWORK MEMBERS

ANE – Agency Network Exchange  
ASNOA

Associate Agents Network, Inc.  
Associated Risk Managers International  
Bainswest

Canyon Lands Insurance / CLI Select  
Agencies

Combined Agents of America  
First Choice Agents Alliance  
Horizon Agency Systems  
Indium

IAN Insurance Agency Network  
Insurance Solutions Pacific Coast, Inc.  
Iroquois Group

ISU Insurance Agency Network  
Keystone

Madison Independent Agency Network

MarshBerry Connect Platform  
OLI Insurance Services  
Pacific Interstate Insurance Brokers  
Renaissance Alliance  
Simmons Partner Network  
Secured-Advantage  
SercureRisk, LLC  
Smart Choice  
The Agency Collective  
The Affinities Group (TAG)  
The Insurance Alliance Network  
TWFG  
United Valley Insurance Services

# 2020-2021 CARRIER / MARKET MEMBERS

Aegis General Insurance Agency  
Amalgamated Specialty Group  
Arrowhead General Insurance Agency  
Attune Insurance  
Breckenridge Group  
Burns & Wilcox  
Chubb  
Clearcover Insurance  
Donegal Insurance Group  
EMC Insurance  
Grange Insurance  
Hagerty Insurance  
Kemper Personal Insurance  
Liberty Mutual – Safeco

Nationwide  
Neptune Flood  
Next Insurance  
Penn National Insurance  
Progressive  
SES Insurance  
State Auto  
Texas Mutual Insurance  
Travelers  
United Fire Group  
Utica National Insurance Group

# 2020-2021 SERVICE PROVIDER MEMBERS

AEBetancourt  
Agency Insurtech, LLC  
Agency KPI  
Agency Revolution  
Better Agency  
Deep Customer Connections  
Emerge Apps  
EmPower HR  
EZLynx  
HawkSoft  
Imperial PFS  
INS Capital Group

InsuredMine  
InsuredZone, Inc.  
Lightspeed Voice  
Live Oak Bank  
Rocket Referrals  
Rough Notes  
Semsee  
Strategic Agencies  
Tarmika  
Vertafore  
Veruna

# INA MEMBERSHIP

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30 Networks

78  
Members

25 Carriers,  
Markets,  
Wholesalers,  
and PAs

23 Service Providers



# MEETING ATTENDANCE

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36 Networks

**233**  
Attendees

39 Carriers,  
Markets,  
Wholesalers,  
and PAs

38 Service Providers



# DOWNLOAD THE MEETING APP

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Scan the QR code for access to the INA's meeting information, attendee list, agenda, trade show map, Chicago city guide, and more.

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**Grange**  
Insurance®

## ALLIANCE SPONSORS



LiveOakBank®

**Rough Notes**

## GOLD SPONSORS



**Burns & Wilcox**



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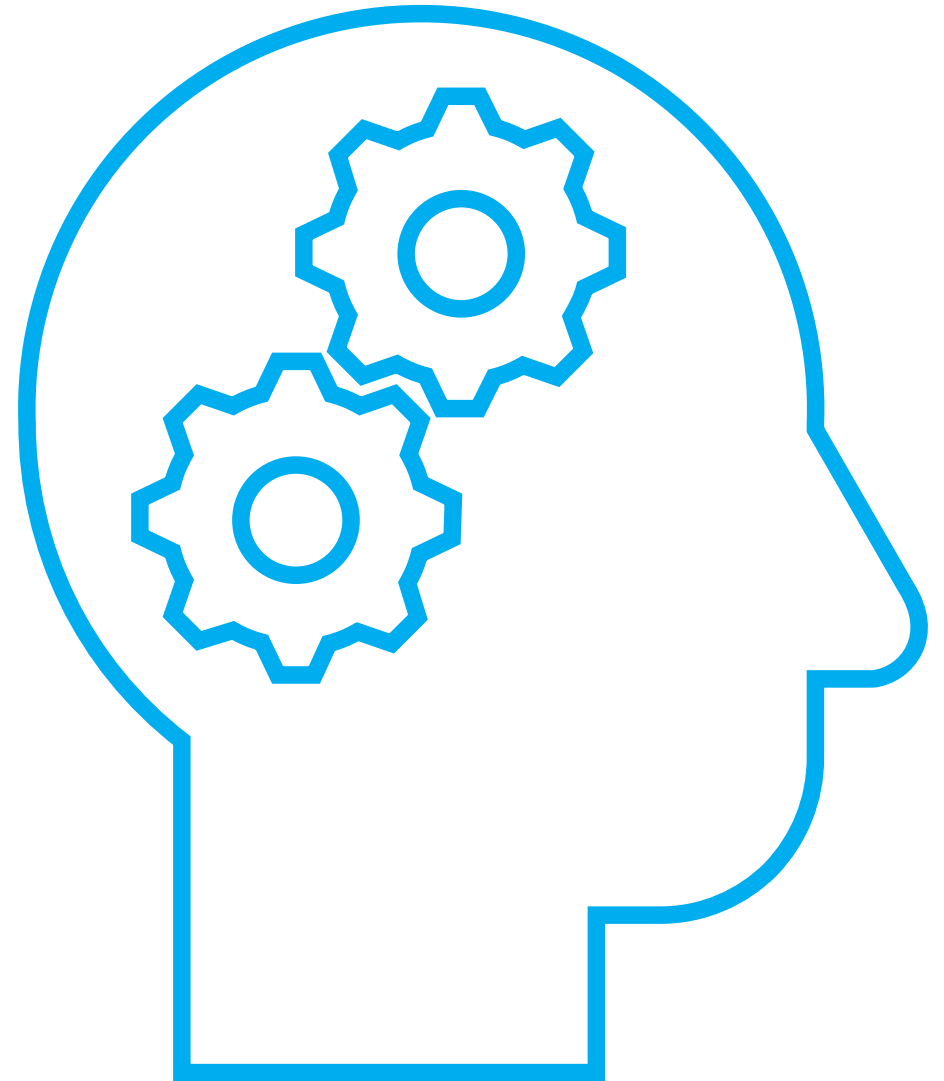


## BRONZE SPONSORS

## THINGS TO REMEMBER

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



# THURSDAY MEETING AGENDA

- 9:00 a.m.** Opening General Session – Announcements & INA Updates
- 9:30 a.m.** Woodward on Washington: An Economic, Public Policy, and Political Outlook, Joan K. Woodward – President, Travelers Institute, Executive Vice President, Public Policy
- 10:30 a.m.** Networks Future Readiness – Preparing to Excel in an Evolving Industry, Bobby Reagan – CEO, Reagan Consulting
- 11:30 a.m.** Addressing Emerging E&O Risk for Networks, Neal Stanley – Palmetto Advisors
- 12:30 p.m.** Networking Lunch
- 12:30 – 2:30 p.m.** Individual Meeting Opportunities
- 2:30 p.m.** Roundtable Discussions
- 4:00 p.m.** Wrap-Up General Session
- 5:00 – 6:30 p.m.** Networking Reception

# FRIDAY MEETING AGENDA

**8:00 a.m. – 12:00 p.m.** Meeting Space Available

**9:00 a.m. – 10:00 a.m.** Professional Development Workshop: The Science Behind Motivation and Getting the Best from Your Team, Brian Bar – Founder, Victory Lap

*This workshop will cover the science of motivation and explore ways managers can maximize human capital. Lead by Victory Lap Founder, Brian Bar who oversees the design and implementation of all the company's training engagements, attendees should expect an interactive presentation including breakout sessions and discussion.*

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RISK & INSURANCE  
KNOWLEDGE GROUP

# ROUNDTABLE DISCUSSION TOPICS

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- How Networks Can Arm Agents with Skills and Capital to Drive Growth
- Working with Consultants to Benefit Network Members
- Developing a Preferred Vetted List of Service Providers for Agents and Funding a Portion of their Work with Members
- Education and Resources to Acquire an Agency/Books of Business
- Harnessing the Power of Collaboration Through Digital Communities
- Agency Networks & Private Equity Owned Agencies

# WOODWARD ON WASHINGTON: AN ECONOMIC, PUBLIC POLICY, AND POLITICAL OUTLOOK

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**JOAN K. WOODWARD**

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

# NETWORKS FUTURE READINESS – PREPARING TO EXCEL IN AN EVOLVING INDUSTRY

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**BOBBY REAGAN**

*CEO, Reagan Consulting*

# ADDRESSING EMERGING E&O RISKS FOR NETWORKS

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**NEAL STANLEY**

*President, Palmetto Advisors*



**STEVE PEARSON, CIC, CRM**

*President, ISU Insurance Agency Network*

# INDUSTRY STATISTICS & GROWTH

## Insurance Journal article from 9.20.2020:

The top 20 “aggregators” represent about \$4.8B in revenue. Backing into a written premium number at an average of 11% commission = \$43.6B.

## Insurance Information Institute:

2019 Net Premiums Written for P&C sector was \$634B (4% 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 7% of the P&C marketplace.

## INDUSTRY STATISTICS & GROWTH

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46 INA-affiliated insurance  
networks reported a total  
premium in 2020 of:

**\$10.99B**



# INDUSTRY STATISTICS & GROWTH

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## 2020 Agency Universe Report

- **36,000** independent agents in the US
- The **33** Networks attending this meeting represent **18,023+** agencies across the country
- That means **50%** of all agencies have a relationship with one of the networks here today

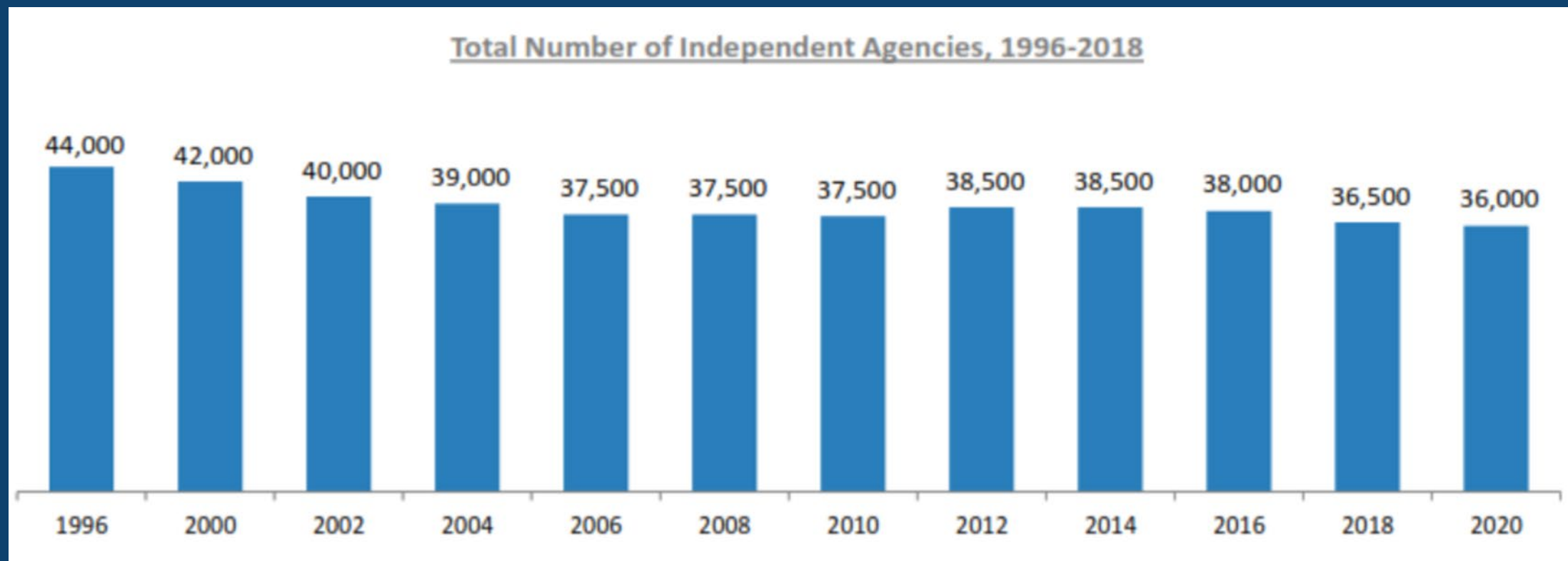
## 2020 INA research identified **170+** P&C focused Networks

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

# THE INDEPENDENT AGENCY SYSTEM

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## The Current Landscape:



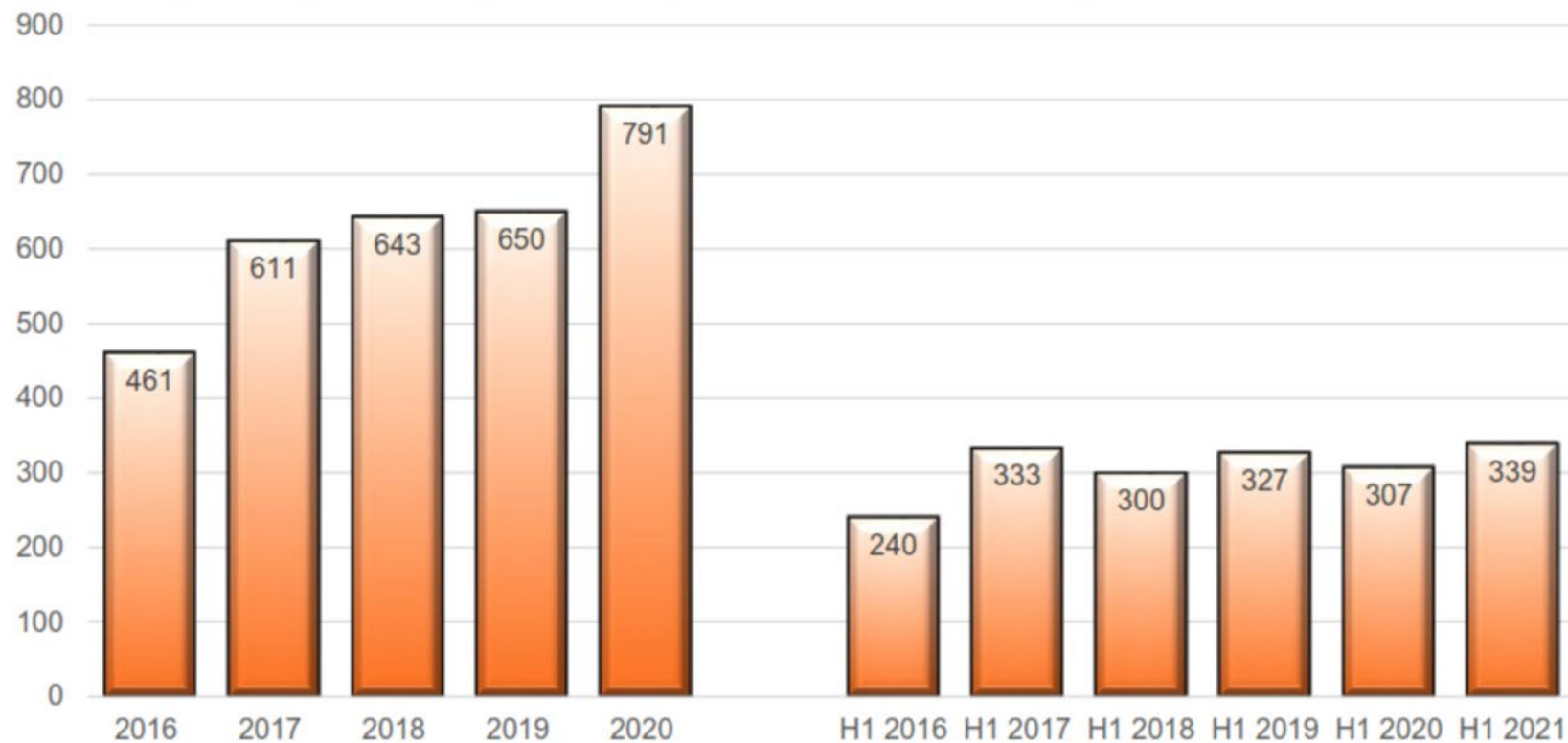
*\*Source: 2020 Agency Universe Study – Independent Insurance Agents and Brokers of America, Inc and Future One*

# OPTIS PARTNERS M&A TRENDS, 2<sup>nd</sup> Q 2021

**Announced Deals:**  
Transactions involving large public, private equity & large private buyers that make their acquisition activity available to the public.

*Source: June 2021 Optis Partners M&A Update*

## Summary Agency Acquisitions By Year



# INSURANCE AGENCY NETWORKS DIRECTORY

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

Beginning in 2022, the Insurance Agency Networks Directory will exclusively feature INA members.

Search by state ▼

ACDFGHIKMNOPRSTUV

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**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

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**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

## MEMBER DIRECTORIES

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INA members have exclusive access to the Insurance Carrier / Market and Service Provider Directories.

Visit [networksalliance.com](https://networksalliance.com) and click on “Member Directories” to explore today!



# INA NETWORKS INDUSTRY STUDY

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The INA Advisory Committee has developed a survey that will provide data for an Insurance Networks Study to accomplish the following;

- Track the size, growth, and influence of Networks in the industry
- Document strategies employed by professionally managed networks that benefit all their constituents
- Generate benchmarking data for Networks to use in their strategic planning process
- Promote Networks and the INA

# WOODWARD ON WASHINGTON: AN ECONOMIC, PUBLIC POLICY, AND POLITICAL OUTLOOK

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## JOAN K. WOODWARD

*Executive Vice President of Public Policy,  
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