

Insurance Networks Alliance (INA) to conduct the State of Insurance Networks Study

The Insurance Networks Alliance, the only organization focusing on insurance agency networks, has commenced an industry study designed to provide insights on the networks landscape. This first-of-its-kind survey is being conducted by the research team at Advisen Ltd., a Zywave Company, and will provide valuable information about the size and dynamics of insurance networks. It has generously been sponsored by Chubb, Live Oak Bank, Keystone, Smart Choice, Travelers, United Valley Insurance Services, and Utica National.

Discussing the importance of this research, Rene Swan, President of United Valley Insurance Services, said, “I believe the study can have enormous consequences for insurance networks, their constituent agent members and carrier partners. Clearly identifying the benefits of professionally managed networks will demonstrate the value they bring to the distribution channel. As a network administrator myself, having access to benchmarking information on network administration will be extraordinarily helpful for our planning process to remain competitive in this segment.”

Assistant Vice President of Personal Insurance National Accounts at Travelers, Joe Latella, stated, “We are committed to being an indispensable partner to our agents and brokers, and we believe insurance networks provide an excellent opportunity to deliver results in the marketplace. We hope that the information gathered in this study will provide insights for networks to perform at their highest level and will help to strengthen the partnership with carriers including Travelers.”

Networks interested in participating in the study should contact the INA. Participants will have access to the full study report. Results will be featured at the INA’s upcoming annual meeting, which will take place January 25-27, 2022 in Fort Worth, Texas. Registration to the meeting is now open for owners and/or senior management of professionally managed networks, insurance carriers, wholesalers and program administrators with distribution or seeking distribution with insurance networks and service providers to insurance networks and carriers.

The Insurance Networks Alliance is the principal organization promoting the critical role of insurance networks to the independent agent distribution channel. Networks, carriers and service providers interested in learning more about the “State of Insurance Networks Study” or the INA can contact the Alliance at info@networksalliance.com, 302 268 1016, or go to www.networksalliance.com