

2023 IIABSC PALMETTO PARTNERS GUIDE



BIG i

INDEPENDENT INSURANCE AGENTS & BROKERS OF
SOUTH CAROLINA

Let us introduce this year's **PALMETTO PARTNERS**

The Palmetto Partners program was created for those who support our association and sponsor our events on an ongoing basis as a way to easily support our programs all year long. There are five levels of participation to fit any budget.

Just as they support us, our company partners are eager to also support your agency. View contact information for each SC company representative as well as a brief list of markets and whether they are currently seeking new agencies.

PLEASE NOTE: This guide was printed in March 2023. Find the latest version at [**iiabsc.com/partners**](https://iiabsc.com/partners).



Diamond ELITE

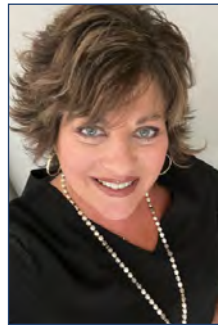


www.jencapgroup.com

Jencap is one of the largest wholesale intermediaries in the United States with expertise in wholesale brokerage, binding authority, and program management. We have specialized divisions and affiliate companies that provide niche expertise, unparalleled market access, and nationwide influence.

Encompassing expertise from every corner of the industry, Jencap is the ultimate, award-winning insurance family. There is strength in size and power in partnership. Put Jencap to work for you.

YES, currently seeking new agencies



Pam Shealy
Territory Sales Manager
South East Region
803-608-9801 or 678-802-4013
pam.shealy@jencapgroup.com



Carrie Cheeks
Southeast Territory Manager
IWC Division
(706) 979-4404
carrie.cheeks@jencapgroup.com



Johnson & Johnson

The Experience of the Past with a Vision for the Future

www.jjins.com

Johnson & Johnson is a family owned and operated business, founded in 1930 and built on long-standing relationships with agents and companies. Mergers and acquisitions are also an integral part of our continued growth strategy. As a technology and service driven organization, we are committed to your success.

YES, currently seeking new agencies



Bay Amrhein
Vice President of Sales
- Southeast Region
843-577-0800
bay.amrhein@jjins.com



Diamond ELITE



IIABSC Agency, Inc.

www.iiabsc.com

Agency coverages include Errors & Omissions, Umbrella, Cyberliability. Client Coverages including personal umbrella policy.

YES, currently seeking new agencies



Megan Thomas
803-760-1227
mthomas@iiabsc.com

Diamond

**NATIONAL
GENERAL[®]**
an **Allstate[®]** company

www.nationalgeneral.com

Personal Auto, Commercial Auto, and Flood

YES, currently seeking new agencies

Robert Ream
Sr. Territory Sales Manager -South Carolina
864-361-3071
Robert.Reamjr@ngic.com





ALLIED TRUST

www.alliedtrustins.com

Our coverages are not packaged in identical boxes. We offer customizable protection for a range of products: homeowners, dwelling fire, condo, flood, umbrella, and boat insurance.

Chad Laughner

803-337-6771

claughner@alliedtrustins.com



www.amwins.com

Where market intelligence meets broker expertise: Amwins understands your clients' businesses aren't static — they're complex and evolutionary in nature, and require future-focused insurance solutions that keep you a step ahead of risks. As a leading, global specialty insurance distributor, our unparalleled expertise spans 13 industry and risk specialty practices. Coupled with an extensive partnership network and granular analytics that drive every decision, Amwins uncovers the right insurance solutions for your clients — tackling today's obstacles, and anticipating tomorrow's challenges.

Daniel Hicks

daniel.hicks@amwins.com



South Carolina

iiabsc.com/grouphealth

BlueCross BlueShield of South Carolina is the only South Carolina-owned and operated health insurance carrier and has been serving our citizens for more than 75 years. For 20 consecutive years, we have earned the AM Best rating of A+ (Superior) which is a testament to our financial stability. BlueCross is a major supporter of the community and charitable causes and we're proud of our reputation as a trusted community partner.

YES, currently seeking new agencies

Megan Thomas

803-760-1227

mthomas@iiabsc.com



Jackson Sumner & Associates

www.jsausa.com

Jackson Sumner & Associates (JSA) is a second-generation, family-owned and operated Excess & Specialty Lines Broker that began in 1981 in Boone, NC.

We offer a wide range of insurance products including property, casualty, auto liability, physical damage, cargo, garage, professional liability, personal lines, workers comp and flood; some of which can even be quoted and bound on our website (jsausa.com).

JSA is licensed to do business in Virginia, North Carolina, South Carolina, Georgia, Tennessee, DC and Maryland. JSA is committed to superior service for our agents and strong underwriting for our companies. Write with us and experience the JSA difference.

YES, currently seeking new agencies

Reggie LaFuria

800-342-5572

reggie@jsausa.com





www.libertymutual.com

Property & casualty commercial lines insurance carrier

YES, currently seeking new agencies

Commercial Lines contacts:

Gray DePasquale

704-496-5471

gray.depasquale@libertymutual.com

Jeff McBride

864-612-9757

jeffrey.mcbride@libertymutual.com

Patia Monroe

704-759-7873

patia.monroe@libertymutual.com



www.safeco.com

Personal lines (Home, Auto, Boat, Motorcycle, Dwelling, Fire, Renters, Condo and Recreational Vehicles).

NO, not currently seeking new agency appointments.

Personal Lines contacts:

Laura Cornell

803-645-9742

laura.cornell@safeco.com

Allison Donovan

678-283-0884

allison.donovan@safeco.com

David McLellan

803-429-8722

david.mclellan@safeco.com



www.SageSure.com

Managing general underwriter specializing in homeowners and commercial insurance in coastal states, offering multiple product options from several highly rated carriers.

YES, currently seeking new agencies

Susan Miley, CIC, AIC

843-557-1561

susan.miley@sagesure.com

Gold

CRC Group - Sumter, SC

www.crcgroup.com

Do All Wholesalers Seem the Same? Having the best brokers and underwriters, the broadest market access, and the best service are table stakes today in the wholesale business. To excel, a wholesaler must do more. That's why CRC Group is investing in being different and better – we call it placing you first.

YES, currently seeking new agencies

Carol Bond

803-905-4111

cbond@crcgroup.com

Heritage Insurance

www.heritagepci.com

Super-regional carrier specializing in property, condominium and tenant insurance in 15 states.

YES, currently seeking new agencies

Kelly Bailey

855-536-2744

salesandmarketing@heritagepci.com



www.preferredspecialty.com

Local, independently owned Excess & Surplus Lines wholesaler providing specialty insurance products and personal service to agencies in South Carolina, North Carolina and Georgia.

YES, currently seeking new agencies

Robert H. Sanders, Jr., CPCU, ASLI

803-790-4815

rsandersjr@preferredspecialty.com



Gold

Silver

IPFS®

www.ipfs.com

IPFS® is proud to serve Big I South Carolina. IPFS offers competitive rates and terms on premium financing for commercial and personal lines of insurance as low as \$250. IPFS's One Platform of solutions is a one-stop source for premium financing, document delivery, eSignature, cancellation avoidance tools, and flexible payment options including IPFS TotalPay® and Any-time Payments. To learn more, visit IPFS.com or contact Allesha today!

YES, currently seeking new agencies

Allesha Rocha, CIC

803-904-0481

allesha.rocha@ipfs.com

Risk Placement Services, Inc.

www.rpsins.com

Founded as a scratch operation in 1997, Risk Placement Services has grown to be one of the largest specialty insurance distributors in the U.S., offering solutions in wholesale brokerage, binding authority, program administration, and standard lines, plus specialized auto through its Pronto Insurance brand. The firm's online services include a quote-bind-issue platform that makes it possible for independent agents and brokers to come through for their clients with coverage in a matter of minutes.

YES, currently seeking new agencies

Dana Gantt

910-772-6125

dana_gantt@rpsins.com

Allstar Underwriters

allstarund.com

As a leading Managing General Agent and Wholesale Broker, Allstar represents the strongest insurance carriers in the industry. Through our four divisions, we can provide diverse products that will meet all your customers' Commercial and Personal Lines needs.

In need of Surety products? We believe it is paramount to partner with "A" rated carriers and entities such as the Small Business Administration (SBA) to offer comprehensive products that will allow our underwriters flexibility to meet all our agent's contract and commercial bonding needs.

YES, currently seeking new agencies

Laura Richardson

706-429-3629

lrichardson@allstarund.com

AmTrust

www.amtrustfinancial.com

AmTrust is one of the nation's largest writers of workers' compensation insurance for policy holders of ALL sizes. NOW when you get a Worker's Compensation quote from AmTrust you will automatically receive a Cyber Liability quote. With AmTrust Cyber, companies have access to a comprehensive set of solutions created to help protect their business from the dangerous world of cyber risks.

YES, currently seeking new agencies

D'Arcy Ricketts, Regional Sales Manager

704-438-6897

D'arcy.Ricketts@amtrustgroup.com

Aspera Insurance Services, Inc

www.asperains.com

Aspera specializes in hard-to-insure coastal manufactured housing and commercial casualty, specialty casualty, and property risks for small to mid-sized businesses. Aspera makes the hard-to-insure easy to please.

Quick quotes – 75% of submissions for commercial accounts receive a quote within 48 hours. Get quotes instantly for manufactured home risks. Tailored pricing and terms as well as competitive compensation up to 12.5%.

YES, currently seeking new agencies

Steven Yavorsky

804-593-3019

steven.yavorsky@asperains.com



Assure Alliance

assurealliance.com

As a SIAA master agency, we exist to advocate for the success of the independent agent. By leveraging deep regional market expertise, demonstrated best-in-class practices, and collective negotiating power, we act as the accelerator to grow your agency, with higher profitability, to achieve your goals.

YES, currently seeking new agencies

Tim Henderson

864-398-5107

tim.henderson@assurealliance.com

Berkshire Hathaway Guard Insurance

GUARD.com

A full-service Property & Casualty Insurer operating across the United States.

YES, currently seeking new agencies

Bob Briante

704-900-9142

bob.briante@guard.com

BondExchange

www.bondexchange.com

BondExchange equips agents with the tools needed to make surety profitable. Our team of experienced underwriters stands ready to assist you in delivering excellent service for your customers.

Rick Rotondi

rick.rotondi@bondexchange.com

Builders

www.bldrs.com

Rated A by AM Best, Builders is a mid-sized mutual and regional P&C leader offering exceptional expertise and services in workers' compensation and construction risks. Through 30 years of operations and excellence, Builders now protects nearly 18,000 policyholders across the country.

YES, currently seeking new agencies

Sandra Gabay

sgabay@bldrs.com

Capital Premium Financing

www.capitalpremium.net

Capital Premium Financing is the second-largest privately held premium finance company in the US with nearly 40 years experience - licensed in all 50 states with creative cost-effective premium financing solutions for commercial insurance and now life insurance premium financing! We are known for our Capital Touch industry leading cancellation prevention programs where we make courtesy calls to the insured and provide seven ways to pay. We also provide lucrative additional revenue streams for our agency partners as well as a personalized high level of customer service including e-signature. *Service as unique as a \$2 bill.*

YES, currently seeking new agencies

Chris Yandow

801-636-5486

cyandow@capitalpremium.net

Centauri Insurance

www.centauriinsurance.com

Formed in 2006 and based in Sarasota, FL, Centauri Insurance and its subsidiary companies are part of the Applied Underwriters group headquartered in Omaha, Neb., with approximately \$950 million in group assets. Centauri is a property and casualty insurer licensed to serve policyholders in 10 states throughout the Gulf and Southeast regions, plus Hawaii and Massachusetts. It is a specialty insurer covering residential and small commercial properties in storm-exposed areas.

NO, not currently seeking new agency appointments.

Wyatt Hall, JD, CLU

941-321-6524

whall@centauriinsurance.com

FORTIFIED

(formerly Secure Risk-SASTN, LLC)

www.fortifiedagencies.com

Fortified is an alliance of independent insurance agencies. By connecting like-minded agencies, we can reinforce the strength of independent agencies in the marketplace. Our collaboration allows partners to provide the best insurance and risk management solutions to their clients. We serve independent agencies throughout the US, including Alabama, Kentucky, Mississippi, North and South Carolina, Tennessee, West Virginia, Virginia and Maryland.

Lou Moran III

865-292-1017

lmoraniiii@inter-agencyinsurance.com



Frank Winston Crum Insurance

www.fwcruminsurance.com

Frank Winston Crum is a commercial insurance carrier that specializes in providing reliable and affordable workers' compensation and general liability insurance for businesses of all sizes.

YES, currently seeking new agencies

Jon Procter

336-509-3300

JonP@fwcrum.com

Frontline Insurance

frontlineinsurance.com

20+ Years Protecting Our Neighbors. As a specialist in coastal and high-value properties, Frontline has weathered more than 14 major storms. Now offering commercial products, homeowners, condominium and renters coverage throughout South Carolina.

YES, currently seeking new agencies

Agency Services

877-744-5224

agencyrequest@flhi.com

ICW Group

www.icwgroup.com

ICW Group has been providing workers' compensation insurance since 1972. As an A Rated carrier by A.M. Best, we aim to provide the best insurance experience possible to employers of all sizes and hazard categories.

YES, currently seeking new agencies

Ryan Brown

704-488-6462

rbrown@icwgroup.com

Bobby Liess

864-593-6990

bliess@icwgroup.com

J.M. Wilson

www.jmwilson.com

J.M. Wilson is a third-generation, family-owned Managing General Agency and Surplus Lines Broker founded in 1920. We provide independent insurance agents access to 'A' rated carriers for Commercial Transportation, Property & Casualty, Brokerage, Marine, Personal Lines and Surety. We know insurance agents have choices and It's our goal to establish relationships and provide the best possible experience for our customers to place business in the E&S marketplace.

YES, currently seeking new agencies

Justin Steigenga

888-706-3753

jsteigenga@jmwilson.com

Main Street America Insurance

www.msainurance.com

Super-regional property and casualty insurance carrier specializing in preferred personal lines, commercial lines and surety bonds. Writes homeowners, personal auto, personal umbrella, BOP, workers comp, commercial auto, commercial umbrella and contract/commercial surety bonds. A.M. Best rated A (Excellent).

YES, currently considering new agencies

Carter M. Byars, AAI, Business Development Executive

843-505-0522

byarsc@msagroup.com

John V. Pelletiere, Business Development Executive

803-351-9101

pellettj@msagroup.com

MidSouth Mutual Insurance Company

www.midsouthmutual.com

Midsouth Mutual is a regional workers' compensation carrier specializing in the construction industry, healthcare, restaurants and select business segments. MidSouth Mutual is committed to providing our network of independent agencies with exceptional service in support of their clients.

YES, currently seeking new agencies

Carl Hesselbach

615-263-1763

Carl.Hesselbach@bwood.com

The National Security Group

www.nationalsecuritygroup.com

National Security specializes in writing Dwelling Fire, Mobile Homes, Limited Homeowners, Comprehensive Mobile Homeowners and Life/Health. As an admitted Southeastern-based regional company, National Security prides itself on fast, efficient service from a friendly small-town company. Our team works with agents to help find solutions to unique insurance needs through a variety of affordable insurance programs.

YES, currently seeking new agencies

Steve Mitchell

800-239-2358 ext 279

steve.mitchell@nsgcorp.com



Orion180 Insurance Services LLC

orion180.com

Orion180 is a homeowners insurance provider leveraging advanced proprietary technology to serve independent insurance agents in the Southeastern United States. Providing a combination of human interaction and unsurpassed technology, Orion180 enables real time quoting, binding, and issue functions in a matter of minutes. The company simplifies the homeowners insurance process, providing products that are innovative, fast, and secure. Learn more at orion180.com.

YES, currently seeking new agencies

Anthony Espinosa

321-222-6374

aespinosa@orion180.com

Peoples Premium Finance

www.peoplespf.com

Peoples Premium Finance can help you offer your clients every option available to purchase property & casualty insurance. We have years of expertise in Transportation, Professional Liability & Commercial Real Estate insurance financing as well as many other industry segments. We are more than just a lender; we are your financial partner and can make it seamless thru integration with most agency management systems. Responsive customer service, customized financing solutions, flexible payment terms, online tools include 24/7 quoting and online account management.

YES, currently seeking new agencies

Paul M. Mezzina, Vice President/Sales Executive

803-707-4964

paul.mezzina@pebo.com

Progressive Insurance

www.progressiveagent.com

Home, Auto, Renters, Special Lines and Commercial

YES, currently seeking new agencies

Chris Dunlap, Senior Sales Rep

864-706-1056, chris_dunlap@progressive.com

Katy Sorrell, Sales Rep

803-899-2366, kathryn_r_sorrell@progressive.com

Christina Glass Deweese, Senior Sales Rep

864-293-0939, Christina_Deweese@progressive.com

Southern Trust & Southern Specialty Underwriters

www.stins.com / www.ssund.com

For over 50 years, Southern Trust has offered competitively priced commercial insurance products distributed by Independent Agencies in South Carolina, Georgia and Tennessee. Southern Specialty Underwriters specializes in personal and commercial lines. We offer competitive commissions and online quoting options. We can give you access to standard markets and also help with your harder to place specialty lines accounts.

YES, currently seeking new agencies

Mary Ellen Lackey, Territory Supervisor SC

803-466-4115, mlackey@stins.com

Elizabeth Smith, SC Territory Manager SSUND

esmith@ssund.com

Gene Howard, Commercial Lines Manager

ghoward@stins.com

Kelsie Harmon, TN & SC Field Underwriter

kharmon@stins.com

Synergy Comp

www.synergyinsurance.com

Synergy Comp provides a hands-on approach to working with insured's to create a culture that fosters communication and embraces safety as a core operating principle; ultimately reducing workplace injuries, increasing productivity, and substantially improving overall profitability.

YES, currently seeking new agencies

Doris Reilly

470-259-4175

dreilly@synergyinsurance.com

TypTap Insurance Company

typtap.com

TypTap is a rapidly growing technology-driven admitted HO3 provider focusing solely on the independent agent distribution channel. Over the past year, TypTap's position within the HO3 South Carolina market has strengthened. It takes only 30 seconds to quote and less than a minute to bind!

YES, currently seeking new agencies

Stephen Mappus

smappus@typtap.com



Universal Property & Casualty Ins. Co.

universalproperty.com

Universal Property & Casualty Insurance Company began in Florida in 1997 and currently provides coverage across 19 states. Our offerings include insurance for homeowners, renters, condos and landlords through our network of independent agents and our direct-to-consumer online platform.

YES, currently seeking new agencies

Kate Anderson

954-361-2127, kanderson2@universalproperty.com

Zenith Insurance Company

www.thezenith.com

Specializing in worker's compensation nationwide. We foster strong relationships with our valued independent agents and brokers.

YES, currently seeking new agencies

Richard Gazda

704-969-7126, rgazda@thezenith.com

Bronze

Accident Fund Insurance Company of America

www.accidentfund.com

Accident Fund Insurance Company of America has been providing workers' compensation since 1912. It is one of the nation's leading workers' compensation insurance organizations and is rated "A" (Excellent) by A.M. Best.

YES, currently seeking new agencies

Accident Fund Agency Relations

1-866-206-5851, agencyrelations@afgroup.com

AFCO Credit Corporation

www.afco.com

We're the pioneering leader in premium finance. No matter whether the agent's insured is a multinational enterprise or a smaller business, we can customize a financing solution that makes sense. We provide everything from high-touch guidance for large, complex transactions to high-tech servicing of small-business accounts.

YES, currently seeking new agencies

Gary D Cornell,

843-292-5170, gary.cornell@afco.com

AMERISAFE

www.amerisafe.com

AMERISAFE has been providing specialty workers' compensation insurance for more than 30 years. Operating in 27 states, we serve small- and mid-sized employers in high-hazard industries like construction and trucking.

AMERISAFE Marketing

800-256-9052

asksales@amerisafe.com

Auto-Owners Insurance

www.auto-owners.com

Established in 1916, Auto-Owners Insurance Group is headquartered in Lansing, Michigan. Recognized for exceptional financial strength and stability, it is among the nation's largest insurers with nearly 3 million policyholders. The company is represented by 48,000 licensed agents in 26 states and offers multiple lines of insurance including life, home, auto and business.

Auto-Owners is rated A++ (Superior) by AM Best and is also a Fortune 500 company. It has received numerous awards from national organizations for customer service and quality, and is certified as a Great Place to Work®.

YES, currently seeking new agencies

Ed Stuckrath

803-354-9022

stuckrath.ed@aoins.com

Bass Underwriters, Inc

www.bassuw.com

MGA/Wholesale broker specializing in commercial, transportation, professional and personal lines. We understand that responsiveness is key to helping our agents write more business. You can contact your underwriter/broker directly or contact our call center for immediate phone quotes. Give us a try and let us show you the difference.

YES, currently seeking new agencies

DominicMonda

843-867-7713

dmonda@bassuw.com

Berkley Southeast Insurance Group - a Berkley Company

www.berkleysig.com

Berkley Southeast Insurance Group, (BSIG), is a regional commercial lines property and casualty insurance provider. We partner with a select group of independent agents in the



Bronze - continued

(Berkley Southeast Insurance Group — cont.)

Carolinas, & throughout our region to provide commercial products and services for small and mid-sized businesses. We cater to customers in the following industries: Construction, Manufacturing, Wholesale, & Distributing. Small business segments include: Retail, Restaurants, Trade Contractors, & Auto Repair Services.

New agency appointments are limited.

Tish Pollard, Territory Manager

864-621-8784

tpollard@berkleysig.com

Burns & Wilcox

www.burnsandwilcox.com

As the largest independent insurance wholesaler and MGA operation in North America, with over 2,000 dedicated and experienced professionals, you won't have to look far to find the expertise that best fits your needs.

YES, currently seeking new agencies

Berri M. Willis

252-247-1998

bwillis@burns-wilcox.com

Laura Guthinger

800-849-3271

lguthinger@burns-wilcox.com

Central Insurance Companies

www.central-insurance.com

Founded as the Central Mutual Insurance Company in 1876, the Central Insurance Group of companies has evolved into a successful property and casualty group operating on a strong foundation of core values including Integrity in the way we operate our business; Relationships we develop working as a team and sharing in each other's successes; and Excellence achieved by never compromising on quality, providing superior performance, and pursuing continual improvements. Our commitment to excellence is reflected in our combined assets totaling over \$2 billion and our A.M. Best rating of "A" Excellent. Central remains based in Van Wert and operates regional offices in Boston, Atlanta and Dallas with satellite offices in Columbus, Ohio and Salt Lake City, Utah.

YES, currently seeking new agencies

Mike Jefferson

877-547-0207

mjefferson@central-insurance.com

Donegal Insurance Group

www.donegalgroup.com/

Property and casualty insurance company with more than 125 years' experience writing commercial lines insurance throughout South Carolina.

YES, currently seeking new agencies

Scott Kiser

404-576-1445

scottkiser@donegalgroup.com

Encova Insurance

www.encova.com

Encova Insurance is a super-regional carrier ranked in the top 20 mutual insurance companies in the United States. Encova includes more than 1,200 associates writing in 28 states and the District of Columbia, with premiums in excess of \$1 billion, a surplus in excess of \$1.46 billion and assets in excess of \$4.1 billion. The group markets insurance solutions consisting of personal lines, commercial lines, workers' compensation and life insurance solutions through more than 2,000 independent agencies in the Midwest, Northeast and South.

agencyservices@encova.com

First Benefits Insurance Mutual

www.firstbenefits.org

For over 30 years, we've delivered the customer service, professional underwriting, competitive pricing and efficient claims management needed to help injured workers return to work as quickly as possible. *Today, we insure 3,000+ businesses represented by more than 375 independent insurance agencies, and we're growing.*

We provide competitive rates for Auto-Services, Artisan Contractors, Farmers, Manufacturers, Retailers, Restaurants and many other industries.

YES, currently seeking new agencies

Ted Bradley

888-393-2667

tbradley@firstbenefits.org

Frankenmuth Insurance

www.fmins.com

Insurance exists to provide peace of mind, and Frankenmuth Insurance has been protecting individuals, families, and businesses for more than 150 years. We truly care about the people we serve and strive to be your insurer of choice. We partner exclusively with more than 700 independent agencies to customize business, home, auto, and life insurance policies and surety bonds. Headquartered in Frankenmuth, Michigan, and doing business in 15 states, Frankenmuth Insurance is financially sound, with \$2 billion in assets. The company has an AM Best rating of "A" (Excellent). For more information visit fmins.com.

NO, not currently seeking new agency appointments



Hull & Company, LLC & Peachtree Special Risk Brokers, LLC

www.hullco.com

MGA/wholesale broker specializing in both personal lines and commercial lines. Binding authority with some of the largest insurance carriers in the world; brokerage basis with more than 100 carriers and intermediaries. Specialty lines include inland marine and professional liability.

YES, currently seeking new agencies

Brandi Wyant

704-936-4676, brandi.wyant@hullco.com

Markel

www.markel.com

Markel Specialty is a leader in insurance solutions for small business owners, powersports, events and much more. Our decades of experience make us the right solution for your insurance needs.

YES, currently seeking new agencies

Robert Rittenhouse

804-527-7910, Robert.Rittenhouse@Markel.com

Mid-Continent Group

www.mcg-ins.com

Specialty commercial insurance and contract surety products. Providing general liability protection for well-run businesses in tough industries, even those with potential for severe claims and hard-to-place coverage.

YES, currently seeking new agencies

Eric Callahan

918-616-9745, ecallahan@mcg-ins.com

Nationwide Insurance

www.nationwide.com

Fortune 100 company based in Ohio. Rated A+ by both A.M. Best and Standard & Poor's. Offers full range of insurance and financial services including auto, commercial, homeowners, farm, and life insurance, public- and private-sector retirement plans, annuities and mutual funds; banking and mortgages; pet, motorcycle and boat insurance.

YES, currently seeking new agencies

Tina Smith

336-213-2180, goinst1@nationwide.com

Jake Handschke

614-435-3962, handsj1@nationwide.com

Todd Massey

919-420-7111, masseyt1@nationwide.com

Wilstan Cline

614-435-3266,
clinew2@nationwide.com



Openly Insurance

openly.com

Openly is a next-generation personal lines insurer designed exclusively for and by independent agents. Our custom-built technology and products empower agents to deliver a 21st-century customer experience, radically increase agency efficiency, and help more customers. Openly's cutting-edge technology and comprehensive coverage options allow you to focus on what you do best: customize coverage for your clients' individual needs.

YES, currently seeking new agencies

Joshua Baughman

843-597-4886
josh.baughman@openly.com

Pathward Premium Finance

pathward.com/premiumfinance

Providing insurance premium financing for more than 35 years, Pathward is committed to the needs of our agents, brokers and customers, and invested in the technologies that help us deliver a "high-tech, high-touch" approach to premium financing. It's all about making sure you and your clients receive the level of service you expect and deserve.

YES, currently seeking new agencies

Garth Scott

gscott@pathward.com

Penn National Insurance

www.pennnationalinsurance.com

Founded in 1919, Penn National Insurance operates in nine states offering a broad variety of insurance products. We are a mutual insurance company, which means that we work for the benefit of our policyholders. We sell exclusively through independent agents, so we're always focused on helping our agents grow. With competitive products and pricing, real-time online quoting, and outstanding underwriting and claims service, we work to be your regional carrier of choice.

YES, currently seeking new agencies

Billy McLellan

803-201-6474
wmclellan@pnat.com

Pie Insurance

pieinsurance.com/partner

At Pie, we know commercial insurance agents play an important role for many small businesses seeking workers' compensation insurance. We want to support your work by



Bronze - continued

(Pie Insurance — cont.)

providing an easy, high-quality workers' compensation insurance experience to you and your small business clients.

Pie is focused on providing workers' comp insurance that fits the unique needs of small businesses. If you're a local, regional or national insurance agency that shares our mission, let's work together.

YES, currently seeking new agencies

Kelly Mullen

518-225-3248, kelly.mullen@pieinsurance.com

Selective Insurance Company of America

www.selective.com

Together, Big "I" Flood and Selective's relationship helps deliver members an unparalleled flood program. Together, we offer agents several layers of support to meet any and all flood insurance needs. Get to know the Big "I" and Selective staff and get your flood questions answered.

YES, currently seeking new agencies

Wendy Sullivan

864-504-1402, wendy.sullivan@selective.com

Southern Insurance Underwriters

www.siuins.com

SIU was started in 1964, when Wes Duesenberg purchased Kurt Hitke & Co assets. Many of the same carriers are still represented by SIU today in addition to over 150 admitted, non-admitted specialty, and standard carriers as well as Lloyd's of London. Based in Alpharetta, Georgia SIU is represented by more than 2,500 independent retail agents across the Southeast and mid-Atlantic and offers a wide range of property, casualty, transportation and health products specializing in hard-to-place specialty and excess & surplus lines risks.

YES, currently seeking new agencies

Amber Elrod

678-498-4783, marketing@siuins.com

Standard Premium Finance

www.standardpremium.com

Standard Premium Finance provides flexible commercial and personal lines premium finance solutions for insurance agencies and their clients.

YES, currently seeking new agencies

John H. Broyles

843-319-9085, john@standardpremium.com

State Auto Insurance

www.stateauto.com

Commercial Lines focused company

YES, currently seeking new agencies

Stuart Arrington,

Middle Market

803-609-4556

stuart.arrington@stateauto.com

Chrystal Norton,

Farm and Ranch

251-232-8857

chrystal.norton@stateauto.com

Sheila Garrett,

Small Commercial

864-395-9904

sheila.garrett@stateauto.com

TAPCO Underwriters, Inc.

www.gotapco.com

Excess and Surplus Lines MGA. In-house authority for all types of commercial property, general liability, special events, inland marine, dwelling fire, homeowners, vacant properties, builder's risk and liquor liability. Fast telephone quotes/binders with instant email copies.

YES, currently seeking new agencies

Amanda Blankenship

336-438-3410

abblankenship@gotapco.com

Travelers

www.travelers.com

Property casualty insurance for auto, home and business. Operations in the United States, Canada, UK and Brazil (through joint venture). Founded more than 150 years ago, one of the oldest insurance organizations in the country. View A.M. Best Ratings at travelers.com/about-us/financial-strength.asp

YES, currently seeking new agencies
(commercial lines are limited)

Crystal Cochran

678-317-7859

cvcochra@travelers.com

Brad Freburg

813-624-5093

bfreburg@travelers.com

Universal North America

www.myuniversal.com

Multi-regional carrier providing property & liability coverage offering homeowners, condo, renters and flood coverage in South Carolina.

YES, currently seeking new agencies

JD Brock

843-271-9679

jbrock@uihna.com





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Imperial PFS - Premium Financing

Risk Placement Services

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Allstar Underwriters
/ Allstar Surety

AmTrust

Aspera Insurance Services

Assure Alliance

Berkshire Hathaway
GUARD Ins. Company

BondExchange

Builders

Capital Premium Financing

Centauri Insurance

FORTIFIED

Frank Winston Crum Ins.

Frontline Insurance

ICW Group

J.M. Wilson

Main Street America Ins.

MidSouth Mutual Ins. Co.

The National Security Group

Orion180 Ins. Services, LLC

Peoples Premium Finance

Progressive Insurance

Southern Trust & Southern
Specialty Underwriters

Synergy Comp Ins Co.

TypTap Insurance Company

Universal Property
& Casualty Insurance Co.

Zenith Insurance Company

Bronze

Accident Fund Insurance Co.
of America

AFCO Credit Corporation

AMERISAFE

Auto-Owners Insurance

Bass Underwriters

Berkley Southeast Insurance Group

Burns & Wilcox

Central Insurance Companies

Donegal Insurance Group

Encova Insurance

First Benefits Insurance Mutual

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Nationwide Insurance

Openly Insurance

Pathward Premium Finance

Penn National Insurance

Pie Insurance

Selective Insurance Co of America

Southern Insurance Underwriters

Standard Premium Finance

State Auto Insurance Companies

TAPCO Underwriters, Inc.

Travelers Insurance

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