

2025 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 six 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 2025. Find the latest version at iiabsc.com/partners.



Diamond ELITE



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



George Gore
843-300-8392
george.gore@jjins.com



Liberty Mutual
INSURANCE

www.libertymutual.com
www.stateauto.com

Property & Casualty Commercial Lines
Insurance Carrier

Commercial Lines contacts:

Misty Glissman
205-505-0940
misty.glassman@libertymutual.com

Jeff McBride
864-612-9757
jeffrey.mcbride@libertymutual.com

Stuart Arrington
803-609-4556
stuart.arrington@libertymutual.com
stuart.arrington@stateauto.com

Farm & Ranch:

Julie Piekema
817-757-2981,
julie.piekema@libertymutual.com

www.safeco.com

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

Personal Lines contacts:

Laura Cornell
803-645-9742
laura.cornell@safeco.com

Allison Donovan
678-283-0884
allison.donovan@safeco.com

Julie Zeigler
470-539-5867
julie.zeigler@safeco.com

Safeco InsuranceTM
A Liberty Mutual Company

STATE AUTO
Insurance Companies





IIABSC Agency, Inc.

www.iiabsc.com

Agency coverages include Errors & Omissions, Umbrella, Cyberliability. Client coverages include personal umbrella policy and in-home business.

YES, currently seeking new agencies



Becky McCormack,
CPCU, CIC, AAI, AINS
803-760-1238
bmccormack@iiabsc.com



Megan Huebner
803-731-9463
mhuebner@iiabsc.com

Diamond



an Allstate® company

nationalgeneral.com

National General Insurance, an Allstate company, is a specialty personal lines insurance company. National General Insurance has a financial strength rating of A+ (Superior) from A.M. Best, and through its insurance subsidiaries and other affiliated companies, offers homeowners, flood, personal and commercial auto, RV, motorcycle and other insurance products.

YES, currently seeking new agencies



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



Steven Szabo
Market Sales Consultant
864-525-8178
steven.szabo@ngic.com



Diamond - continued



www.rpsins.com



Brandy Naylor
516-622-2457
brandy_naylor@rpsins.com

With RPS Standard Lines, your clients gain access to:

- Standard and admitted markets for both personal and commercial insurance.
- Our Standard Express online platform, where they can comparatively rate, quote and request to bind their standard lines policies - in minutes.
- The highest standards in the industry.
- A national team of RPS experts who work with agents every step of the way.
- Insights on the changing insurance landscape.

Find out what's possible in Standard Lines.

YES, currently seeking new agencies

Platinum



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.

YES, currently seeking new agencies

Whitney Gurtzweiler Northcutt
843-714-2013
whitney.northcutt@amwins.com



South Carolina

iiabsc.com/grouphealth

In today's labor market, a company's benefits plan is more important than ever. BlueCross BlueShield of South Carolina is South Carolina's leading insurer offering group health plans for IIABSC members. Benefits include:

- Choice of 18 medical plans and two dental plans
- Ancillary benefits that include vision, disability and life
- Access to the state's largest provider network
- Single-source solutions for straightforward billing and compliance
- Claims pooled with others for stability in ratings and renewals

YES, currently seeking new agencies

Michelle Poyner
803-760-1225
mpoyner@iiabsc.com





www.crcgroup.com

Do All Wholesalers Seem Alike? In an industry where having top brokers and underwriters, extensive market access, and exceptional service are the baseline, Team CRC redefines the standard of excellence. We are not just different; we are the best at placing you first.

YES, currently seeking new agencies

Allie Moseley
803-905-4184
amoseley@crcgroup.com



Jackson Sumner & Associates

www.jsausa.com
MD | VA | NC | SC | TN | GA

Since 1981, Jackson Sumner and & Associates (JSA) has set the standard for the service and expertise you expect from an Excess & Specialty Lines Broker. As a second generation family owned and operated business in Boone, NC, we offer a wide range of insurance products within our Property & Casualty, Commercial Auto, Garage, Personal Lines, and Workers Comp divisions. Many of these can be quoted and bound on our website, but we always have our staff of in-house underwriters ready to review your risk and explore other markets that JSA has to offer. Come experience the underwriting expertise and unmatched service that has always been the JSA difference!

YES, currently seeking new agencies

Blake Hopkins
800-342-5572,
blakeh@jsausa.com



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,
Sr. Business Development Manager
803-608-9801 or 678-802-4013
pam.shealy@jencapgroup.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





www.SageSure.com

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

New agency appointments are limited

Susan Miley, CIC, AIC

843-557-1561

susan.miley@sagesure.com

Allied Trust Insurance Company

www.alliedtrustins.com

Our coverages are not packaged in identical boxes. We offer standard and preferred Homeowners, Flood Insurance, and coverage for Personal Watercraft. Dwelling Fire, Condo, and Umbrella will be coming soon.

YES, currently seeking new agencies

Chad Laughner

803-337-6771, claughner@alliedtrustins.com

Heritage Insurance

www.heritagepci.com

Heritage Insurance is a super-regional homeowners insurance carrier writing in 15 states along the coast of the United States. In South Carolina, we specialize in HO-3, HO-5, and HO-6. The management team at Heritage has over 500 years of combined experience in the Homeowners Insurance market. We understand the importance of customer service, which is why our staff is always available to handle any question or claim.

YES, currently seeking new agencies

Roger Goff

rgoff@heritagepci.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



Slide

www.slideinsurance.com

Specializing in HO3 and HO6, Slide brings together insurance and technology to better serve modern homeowners. The company is headquartered in Tampa and rated A, Exceptional, by Demotech.

Slide's AI-powered technology streamlines every part of the insurance process, freeing you - and your clients - from the limitations of antiquated systems. We aren't just a carrier partner, we are a growth and support engine for your business.

YES, currently seeking new agencies

Mark Cole

770-580-5825

mcole@slideinsurance.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

803-466-4115

mlackey@stins.com

Accentus Insurance Group, LLC

www.AccentusIns.com

Accentus Insurance Group is a general agency offering Mobile Homeowners, with eligibility up to one mile off the coast, and multiple private Primary and Excess Flood options statewide. We expect to bring new Homeowners and Dwelling Fire programs to South Carolina by the end of the year!

YES, currently seeking new agencies

Kerri Lyman

803-606-9158

KLyman@AccentusIns.com

AFCO Direct

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

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



Builders

www.bldrs.com

A property and casualty insurance leader, Builders is a reliable expert and workforce advocate serving agents and their clients through deep partnerships, service excellence and financial strength. Over 30 years of market leadership in complex construction risks has fostered exceptional expertise in workers' compensation, injury prevention and best-in-class medical management, driving superior outcomes in any professional industry. Builders and its member companies are rated "A" (Excellent) IX by AM Best.

YES, currently seeking new agencies

Jimmy Squires, CPCU, ARM

303-946-0590

jsquires@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

FORTIFIED

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

Frontline Insurance

frontlineinsurance.com

We're a group of independent insurance companies serving homeowners and business owners throughout the Southeast United States in Florida, Georgia, Alabama, North Carolina, and South Carolina. You might know us as a leader in the challenging coastal property market, but we now offer coverage for homeowners throughout the state of South Carolina. Our partnerships with experienced insurance agents and willingness to go the extra mile ease the burden that comes with experiencing a loss – and make the search for quality homeowners' insurance at competitive rates simple and straightforward.

YES, currently seeking new agencies
(in certain geographic areas)

Charles Stephenson, Business Dev. Manager

839-218-0244, cstephenson@flhi.com

Harford Mutual Insurance Group

www.HarfordMutual.com

Harford Mutual Insurance Group, founded in 1842 in Harford County, Maryland, provides commercial property and casualty insurance products and services to a regional market, including monoline workers' compensation through the addition of Clearpath Specialty in 2023. We're a top-performing company (Ward's 50® in 2021 & 2022), with \$400 million in direct written premium through independent agents in 12 states and Washington, D.C. Harford Mutual is rated A (Excellent) by A.M. Best.

New agency appointments are limited.

potential_agents@hm1842.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

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. IPFS's One Platform of solutions is a one-stop source for premium financing, document delivery, eSignature, cancellation avoidance tools, and flexible payment options.

YES, currently seeking new agencies

Dawn Anderson

803-542-3925,

dawn.anderson@ipfs.com

ISURITY

www.isurity.com

ISURITY is a North Carolina-based Workers' Compensation insurer dedicated exclusively to this coverage line since 1994. Key differentiators: Commitment to urgency in communication and accessibility of our people; in-house IT development team keeps technology on the cutting edge; broad appetite across industry categories and business size; AM Best "A Excellent" rating highlights our solvency and stability.

YES, currently seeking new agencies

Zach Ellis

803-944-0604

zachellis@isurity.com

Tyler Adamson

366-870-4260

tyler@isurity.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

Adam Phelps, Sales and Agency Relations Specialist

800-934-3670

aphelps@jmwilson.com

Markel

www.markel.com

From Main Street to Wall Street, we provide insurance solutions for people and businesses of all shapes and sizes. We understand not all risks fit in a box. We're passionate about our business because what we do goes beyond a piece of paper. We focus on building lasting partnerships to provide solutions that serve more people in more places.

YES, currently seeking new agencies

Dylan Longo

804-482-3024

dylan.longo@markel.com

Joe Maynard

401-681-5143

joe.maynard@markel.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

Dustin Collier

dustin.collier@openly.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

Christina Glass Deweese, Senior Sales Rep

864-293-0939, christina_deweese@progressive.com

Casey Costakis, Sales Rep

910-380-3538, Cassie_M_Costakis@progressive.com

Melissa Hodge, CIC, CISR, Regional Sales Manager

440-384-9755, melissa_hodge@progressive.com

Chantelle Sauls, Sales Rep

704-589-5301, Chantelle_C_Sauls@progressive.com

Jayce Stewart, Sales Rep

843-614-1074, Jayce_D_Stewart@progressive.com

RiskAdvisor

riskadvisor.insure

RiskAdvisor helps Personal Lines agents gain a better understanding of their prospects Risk Profile through our Guided Conversation process. Agencies who utilize RiskAdvisor see a higher increase in their conversion ratio as well as revenue per customer through enhanced cross-selling and upselling. Replace your PDF factfinders and duplicate entry with RiskAdvisor today to see your Agency grow to the next level.

YES, currently seeking new agencies

David Watson

david@riskadvisor.insure

SC Home Builders Self Insurer's Fund

www.schbsif.com

Since 1995, the South Carolina Home Builders Self Insurers Fund (SCHBSIF) has been the state's premier self-insured fund, delivering reliable, cost-effective workers' compensation solutions. Specifically designed for the building and trades industries, SCHBSIF offers distinctive benefits like pay-as-you-go premiums and class code payroll splitting to enhance compliance and drive significant savings. With a solid financial foundation and a board of trustees made up of experienced construction professionals, we empower our members' long-term success with proactive claims management and comprehensive safety services. Trust SCHBSIF to protect your team, so you can focus on building a stronger future.

YES, currently seeking new agencies

Danny Johnson

803-422-2364

djohnson@schbsif.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

System Search

www.SystemSearch.net

System Search is a premiere Insurance Recruiting Firm, representing top tier Agencies, Brokers and Carriers looking for experienced Group Benefits, Commercial Lines, and Personal Lines Insurance Professionals. We actively recruit skilled and dedicated Insurance professionals of all levels and backgrounds – Producers, Account Managers, Customer Service Representatives, and Accounting.

NO, not currently seeking new agencies

Tami Smith

704-676-0006

TSmith@SystemSearch.net



TAPCO Underwriters, Inc.

www.gotapco.com

TAPCO is an E&S MGA. In-house authority for all types of commercial property, general liability, special events, inland marine, dwelling fire, homeowners, flood, vacant properties, builder's risk and personal liability. Fast telephone quotes/binders with instant email copies.

YES, currently seeking new agencies

Amanda Blankenship

336-438-3410

ablankenship@gotapco.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

United Midwest Savings Bank

www.umwsb.com/insurance-agencies-iiabsc

Take your business to the next level with a lending partner who understands what you need. UMWSB is a specialty SBA 7(a) lender providing financing for acquiring or expanding your agency. The right insurance agency loan can start a new chapter for your business, and we've created a loan experience that removes confusion and produces results. By focusing on SBA Lending and concentrating on insurance as one of our key industries we're not just an efficient lender, but also a knowledgeable resource. With United Midwest you get the personal attention you expect from a trusted partner.

YES, currently seeking new agencies

Scott Fanelli,

SVP – Commercial Lender

843-754-5067,

sfanelli@umwsb.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.

NO, not currently seeking new agencies

Kate Barton

954-361-2127,

kanderson2@universalproperty.com



AF Group

www.afgroup.com

Leveraging more than 100 years of experience and an "A" (Excellent) rating from A.M. Best, AF Group's affiliate brands are premier providers of innovative, specialty insurance solutions nationwide. *AF Group subsidiaries in South Carolina include Accident Fund Insurance Company of America, United Wisconsin Insurance Company ("United Heartland"), and Third Coast Underwriters.*

YES, currently seeking new agencies

Kristin Doyle

1-855-355-2344, agencyrelations@afgroup.com

American Integrity Insurance Group

www.aiiflorida.com

Will Hewlett

864-320-4465, whewlett@aiiflorida.com

AMERISAFE

www.amerisafe.com

AMERISAFE has been providing specialty workers' compensation insurance since 1986. Operating in 27 states, we serve small and mid-sized employers in high-hazard industries like construction and trucking.

YES, currently seeking new agencies

AMERISAFE,

800-256-9052, asksales@amerisafe.com

Gia Cundall,

800-256-9052, gcundall@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 and provides insurance to nearly 3 million policyholders. The company is represented by 48,000 licensed agents in 26 state and offer multiple lines of insurance including life, home, auto and business.

Auto-Owners is rated A+ (Superior) by AM Best and is 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®.

NO, not currently seeking new agency appointments

Brett Bauman

803-354-9022, bauman.brett@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

Dominic Monda

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 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, and Auto Repair Services.

New agency appointments are limited.

Tracy Goodman,

tgoodman@wrberkley.com

Berkshire Hathaway Guard Ins Companies

www.GUARD.com

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

NO, we are not currently seeking new agencies

Bob Briante,

570-825-9900
bob.briante@guard.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 Willis

252-247-1998

bmwillis@burns-wilcox.com

Justin Pressly

252-727-2170

jspressly@burns-wilcox.com

Centauri Insurance & Lilypad Insurance

www.centauriinsurance.com

Centauri Insurance, established in 2006, has built a strong reputation for delivering quality coverage and competitively priced property and casualty insurance products. As we enter an exciting new chapter, Centauri has merged with Lilypad Insurance.

Together, we proudly serve policyholders across seven states: Alabama, Florida, Hawaii, Louisiana, Mississippi, South Carolina, and Texas. This merger allows us to implement innovative programs that enhance agent support while maintaining our A-Exceptional Financial Stability Rating® by Demotech.

In South Carolina, we offer a comprehensive suite of products, including Homeowners (HO), Dwelling Property (DP), Condominium, Renters, Flood, and our highly regarded Equipment Breakdown Coverage.

NO, not currently seeking new agency appointments.

Wyatt Hall, JD, CLU

941-321-6524,

whall@centauriinsurance.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

Rick Cassidy

833-998-4386,

rcassidy@central-insurance.com

First Benefits Insurance Mutual

www.firstbenefits.org

At First Benefits we deliver a personal touch to every agency partner and policyholder we serve. We focus exclusively on workers' comp and also provide professional underwriting, competitive pricing, quality coverage and efficient claims management in the Carolinas, Virginia, Kentucky, and Georgia.

First Benefits is proud to have some of the southeast's finest agencies as partners. We are looking for additional agency partners that are willing to sell the value proposition First Benefits has to offer: coverage, service, benefits, and reputation.

YES, currently seeking new agencies

Ted Bradley

888-393-2667,

tbradley@firstbenefits.org



Frankenmuth Insurance

www.fmains.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 fmains.com.

NO, not currently seeking new agency appointments

Insurbanc

www.insurbanc.com

InsurBanc has established itself as the bank of choice for independent insurance agents, demonstrating a deep understanding of the agency business and delivering the banking services required to help agencies expand and prosper.

We recognize the value of an agency's business and offer creative financing solutions for perpetuations, acquisitions, partner buyouts, producer development and technology improvements. In addition, InsurBanc offers a custom cash management system with a range of products and services that improve efficiencies and maximize returns.

YES, currently seeking agency partners

Scott Freiday, SVP InsurBanc Division Director,
860-674-2304,
sfreiday@insurbanc.com

Main Street America Insurance

www.msainsurance.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 seeking new agencies

Jonathan Green

803-847-7319
greenj@msagroup.com

Amanda Mead

864-666-8225
meadam@msagroup.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

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

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.aspx

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

Edward Kearney

678-215-9830
elkearne@travelers.com

Brad Freburg

813-624-5093
bfreburg@travelers.com



Universal North America

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Celebrating 20 years, Universal is a multi-regional carrier providing Homeowners, Condo, Renters and Flood coverage in SC. Our mission is to provide peace of mind to our customers and help our policyholders recover from the unexpected.

YES, currently seeking new agencies in the midlands and SC upstate.

Angela Blumer, CIC

864-354-1882,
ablumer@uihna.com

Utica National Insurance Group

www.uticanational.com

Utica National Insurance Group is a Top 100, nationally recognized insurer providing commercial insurance products in South Carolina. We are the second-largest errors and omissions business in the United States. Founded in 1914, Utica National operates in 17 states and has a long-standing tradition of being there to provide quality service when you need us most.

New agency appointments are limited.

Rose Stuck

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rose.stuck@uticanational.com

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Offers federal, excess and private flood insurance.
A.M. Best rated A (Excellent).

YES, currently seeking new agencies

Lisa Statton

727-519-4451
lisa.statton@weareflood.com







Alphabetical Index

Accentus Insurance Group LLC, SILVER	6	J.M. Wilson, SILVER	8
AF Group, BRONZE	11	Johnson & Johnson, DIAMOND ELITE	1
AFCO Direct, SILVER	6	Liberty Mutual Ins/ Safeco, State Auto, DIAMOND ELITE.....	1
Allied Trust Insurance Company, GOLD	5	Main Street America Insurance, BRONZE	13
American Integrity Insurance Group, BRONZE	11	Markel, SILVER	8
AMERISAFE, BRONZE	11	National General, an Allstate company, DIAMOND	2
AmTrust, SILVER	6	Openly Insurance, SILVER	8
Amwins Access Insurance Services, PLATINUM	3	Orion180 Insurance Services LLC, GOLD	5
Auto-Owners Insurance, BRONZE	11	Penn National Insurance, BRONZE	13
Bass Underwriters, BRONZE	11	Peoples Premium Finance, SILVER	9
Berkley Southeast Insurance Group, BRONZE	11	Preferred Specialty LLC, PLATINUM	4
Berkshire Hathaway GUARD Ins Companies, BRONZE	11	Progressive Insurance, SILVER	9
BlueCross BlueShield of South Carolina, PLATINUM	3	RiskAdvisor, SILVER	9
Builders, SILVER	7	Risk Placement Services, DIAMOND	3
Burns & Wilcox, BRONZE	12	Safeco Ins/Liberty Mutual/ State Auto, DIAMOND ELITE.....	1
Capital Premium Financing, SILVER	7	SageSure, PLATINUM	5
Centauri Insurance, BRONZE	12	SC Home Builders Self Insurers Fund, SILVER	9
Central Ins Companies & Lilypad Ins, BRONZE	12	Selective Insurance Co. of America, BRONZE	13
CRC Group Wholesale and Specialty, PLATINUM	4	Slide, GOLD	6
First Benefits Insurance Mutual, BRONZE	12	Southern Trust & Southern Specialty Underwriters, GOLD ...	6
FORTIFIED, SILVER	7	Standard Premium Finance, SILVER	9
Frankenmuth Insurance, BRONZE	13	State Auto Ins, Liberty Mutual/Safeco, DIAMOND ELITE.....	1
Frontline Insurance, SILVER	7	System Search, SILVER	9
Harford Mutual Insurance Group, SILVER	7	TAPCO Underwriters, Inc., SILVER	10
Heritage Insurance, GOLD	5	Travelers Insurance, BRONZE	13
ICW Group, SILVER	8	United Midwest Savings Bank, SILVER	10
IIABSC Agency, Inc., DIAMOND ELITE	2	Universal North America, BRONZE	14
Imperial PFS - Premium Financing, SILVER	8	Universal Property & Casualty Ins Company, SILVER	10
InsurBanc, BRONZE	13	Utica National Insurance Group, BRONZE	14
ISURITY, SILVER	8	Wright Flood, BRONZE	14
Jackson Sumner & Associates, PLATINUM	4	Zenith Insurance Company, SILVER	10
Jencap, PLATINUM	4		

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Slide

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