

Business Links

Companies & Markets: Helping PIA members write business and find markets is a long-time PIA service. These companies seek agents or have products which are presented without endorsement or recommendation. PIAVADC is not their agent nor do we receive fees from them.

Agency Insurance Company of Maryland, Inc. seeks agents that value company relationships, need accommodation market for non-standard auto risks in tight market. Offers competitive rates, flexible payment options, annual/semi-annual policies, excellent service, and generous contingencies. To learn more, call Steve Stahl 804-859-8164.

Agents Insurance Markets, Inc. has a 20+-year history with most of their companies, providing them a strong position in tight markets. Experienced underwriters, averaging 18 years serving you and their companies, can add their strength to your agency. See how they can help you. Call 800/627-0505 or 804/285-4930.

All Risks Limited has an HO-3, HO-4, HO-6 and HO-8 available in DC, VA, NC and other states. Replacement cost or actual cash value policies. Contact Brandon Colver at 800/366-7475 or 804/330-4652; Fax: 804/330-0485; e-mail: bcolver@allrisks.com

American Skyline Insurance Company seeks established independent agents for personal auto, homeowners and small commercial business owners policies. Writing coverage in DC and Southern Maryland. Also seeking experienced marketing rep for same area. For info, contact Ben Burton at 202/842-8978 or e-mail bburton@amskyline.com.

Amerisafe/American Interstate Insurance, an A-rated carrier specializing in Workers' Comp in 40 states, seeks VA/DC agency appointments. Targeting agencies with accounts in our core trade groups: Agriculture, Construction, Forest Products, Trucking & USL&H. For info go to www.amerisafe.com or contact Ed Ennis at 540-946-7922 or Scott Bradshaw at 800-256-9052.

Auto-Owners Insurance, an "A++" rated company offering P&C and Life products, is looking for agency representation in Virginia. Auto-Owners writes business exclusively through independent agents, is a Fortune 500 company and has received national recognition for our award-winning claims service. Virginia agents should contact Regional Vice President Steve Speicher in Forest at (800) 385-8858, ext. 8100, or email at speicher.steve@aoins.com.

Beacon Hill Associates, a wholesale broker specializing in environmental liability coverages, can help you insure contractors, consultants, storage tanks and fixed facilities of all sizes. Carriers rated at least A-; \$350 min. premiums. Call 800-596-2156; fax: 804/979-8964; e-mail: info@b-h-a.com or visit www.b-h-a.com.

Benchmark Systems NexStep document management and imaging system improves agency workflow, frees office space &

allows employees to use time more effectively when viewing, faxing, e-mailing and printing. Call Bruce Blankinship 800-779-0902 ext 535 to find out how to be more productive w/ imaging.

Brethren Mutual Insurance seeks new agency appointments in VA. From our home office in Hagerstown, MD, we write business in MD, PA & VA and are rated A - by A M Best. We offer competitive programs for personal lines, commercial lines and farm clients. Committed to the independent agency system, we write business only through our contracted independent agents. We are large enough to compete in today's marketplace but small enough to treat agents as individuals instead of numbers. For more information on our unique opportunity, please contact Kenneth Jarvis at (540) 347-1028 or kjarvis@bmic.com

BIIA seeks independent agents in Virginia. We offer a full line of commercial products including WC, GL, Property, Builder's Risk, Commercial Auto, Inland Marine and Multifamily Insurance programs. No premium quotas required. We provide select agents with professional underwriting expertise, superior quote turn around, immediate claims response and promote, accurate accounting. Every qualified account is promptly quoted, bound and is subject to a thorough risk evaluation by safety and loss control experts. Free on-site visits conducted with an owner or company officer within 30 days of binding to ensure loss control measures are in place and a priority of management. In the event of potential loss, BIIA responds immediately to facilitate a prompt, equitable and complete settlement utilizing in-house adjusters for all casualty lines. Contact Jane Kabana at 757-305-9010 or e-mail jkabana@biiainline.com. Website: www.biiainline.com

Central Insurance Companies are seeking three new agency partners in Northern Virginia as well as Southwestern VA. We operate in 18 states and are A rated by AM Best. We have a broad portfolio of Personal and Commercial products and award winning "Ease of doing business" automation and procedures. Contact Rich Krieger, Virginia Marketing Manager, at 804 405-4175 or rkrieger@central-insurance.com.

CIC Select Underwriters has an A++XV insurer to target professional liability accounts. High success with public and private companies. Contact Karen Briggans at www.cicselect.com; e-mail: kbriggans@marketscout.com Usual fee is \$250, but free for CIC designees.

CNA – When you're ready to enter a profitable market, whether small commercial, middle market or large accounts, CNA in Virginia is here to support you. An "A" rated national carrier, CNA seeks new agency appointments in Virginia. CNA Small Commercial offers a broad appetite of 1800 eligible classes, local decisions, superior products and services, and enabling technology. For more information on Virginia Small Commercial opportunities, call Kelly Ross at 571-970-3438 or Sue Loan at 804-266-2579. For general CNA inquiries, call 804-934-2600.

Business Links...

Got Nonprofit Clients? CIMA has an inexpensive way to insure their volunteers. Instead of including them on GL or WC policies, insure them separately, very inexpensively, with Volunteers Insurance Service (VIS®) program operated by PIA member. The CIMA companies of Alexandria. Receive 12% of premium & CIMA handles all admin and renewal. For info, go to www.cimaworld.com/agent

Clements International—Puzzled about International insurance? We have the solution, providing individuals and organizations worldwide coverage on automobiles, property and health insurance while living and operating abroad. Products range from short-term, travel medical policies to full commercial packages. For international program data, visit www.clements.com By clicking the **Broker** icon, you can review the Broker agreement and complete an app online.

Commonwealth Underwriters, Ltd. has in-house authority to quote, bind and issue eligible classes of commercial property insurance with limits to \$1.5M. Higher limits available on sublimit basis. Coverages include building, contents, business income/extra expense, ordinance or law, improvement/betterments and special perils. Also 80% coinsurance, various deductibles and replacement cost. For details, visit www.commund.com; call 800/396-6226 or 804/359-4568; fax: 804/359-6994

Deerbrook Insurance Company has an auto product available only through independent agents. Great investment in new technology, product development provides agencies competitive pricing and efficiency in doing business. Call 800/826-3060

Deering & Associates can help you with market problems. Let them assist you with easy communication using phone, fax and e-mail. For info, call 800/678-1662.

ERIE Insurance Group is seeking select agency appointments in N. and Cent. VA, Richmond & Williamsburg. Smaller, established independent agencies, scratch or new start up operations will be considered. Interested parties contact Richard Corbin, Asst, VP, Richmond Branch Mgr at 804/662-5400.

ERIE is also seeking agency appointments in Cent. VA, Shenandoah Valley, Greene, Warren, Madison and SW VA. Considering established & scratch or new start up operations. For info: call Brian Dombrowski, Dist Sales Mgr at 540-434-4414.

Fidelity National Property and Casualty Company Selling flood insurance has never been so easy. Convenient program includes agent training, 24-hr claims service, support, flood zone, determinations, more. PIA members call 866-373-5663.

GMAC Insurance, a leading provider of automobile, commercial vehicle, motorcycle & RV insurance, is seeking new agency appointments in Virginia. GMAC Insurance has an iconic brand and we have been insuring customers since 1920. We are financially stable with over \$1 Billion in premium. We have easy-to-use systems, great rates & discounts all backed by the best claims & customer service in the industry. Our sales team is entirely devoted to helping agents grow profitably with unique opportunities no matter where they are in the lifecycle of the agency (new

to the most experienced). See our application for appointment consideration at www.gmacagency.com or contact Rob Owen, Regional Sales Manager, to inquire about joining the GMACI team today! Email Rob at Rob.Owen@GMACInsurance.com or call 800-526-0332, ext. 52892.

Grange Mutual Insurance, an "A" rated company offering P&C and Life products, is looking for agency representation in all parts of Virginia. Northern VA agents should contact Territory Manager Tom Ennis @703-282-8228 or email at Ennis@Grangeinsurance.com. Agents may apply for appointment online at www.grangeinsurance.com

Greater New York Insurance Cos. (GNY) is expanding to VA. Underwriting commercial multiperil and WC products, specializing in habitational, office buildings, light industrial and restaurant risks. A Best-rated A+ Superior rated company. Contact: Harry D. "Bud" Thomas, 1572 Putty Hill Avenue, Towson, MD 21286 or call 410-296-3164.

Haulers Insurance Company, Inc. seeks agency appointments throughout Virginia. Offering competitive Preferred and Standard Personal Auto, Business Auto, General Liability for Artisan Contractors, and Garage Dealers/Keepers through independent agents. User friendly technology, excellent commissions. AM Best rated "A" Excellent. Prospective agencies may obtain an Agency Survey at www.haulersinsurance.com, or contact Tom Wilson at 800-346-6071 or email twilson@hici.net

The Iroquois Group can help your agency become more productive and profitable. Over the last quarter of a century, we have partnered with more than 1,400 agents and helped them establish profitable long-term relationships with strategically selected commercial and personal carriers. We currently represent 40+ companies in VA. We'd be glad to review the benefits we can provide your agency. Learn more about us at www.piavadc.com or call us direct at 1-800/779-5642.

Landers Underwriting provides markets for liability coverage for permanent residential mobile home parks and seasonal, vacation/campground variety. Send an ACORD application and report the status of your client's park. For info, e-mail harry@landersunderwriting.com; call Harry Landers at 434/984-6060 or 888/249-6060; fax: 434/984-6363. Licensed VA/DC/MD

Mountain Empire Agency Alliance - SIAA Independent Strategic Member Agencies are thriving, with access to many Master Agency competitive companies; top level commissions and profit sharing without minimums. Whether you're an existing agency or a direct writer, producer, captive or life financial service agent looking to instantly become a new agency, SIAA Master Agency alliance participation is just the strategic alliance you need. Contact Beth Roe at 866-264-1292 Cell: 423-612-0683.

Northern Neck Insurance Co. is interested in appointment of new agencies throughout the Commonwealth. A Virginia-only P/C carrier seeking long-term working relationships, Northern Neck's new agency appointment criteria concentrates on an agent's knowledge of personal lines and knowledge of their market area. A realistic marketing and business plan with growth

Business Links...

goals are very important. Contact Jerry Wachter, CPCU at jwachter@nnins.com or call 804-438-4531.

Penn National Insurance seeks agencies in central, northern and western Virginia for small to mid-size commercial lines and personal lines at competitive premiums. Contact Bill Desko at 804-337-0414 for commercial lines or Lee Nixon at 540-414-4698 for personal lines. For company information, visit www.PennNationalInsurance.com.

Professional Risk Associates has provided professional liability insurance solutions to healthcare professionals for 15 years. Specializing in medical professional liability insurance only has given PRA the ability to offer expert advice. PRA has 25 employees offering unsurpassed service and carrier selection. For info, contact Richard Mackall, VP-Sales, at 1-800-318-9930. www.profrisk.com

Progressive Insurance has a link from the PIA website (www.piaavdc.com) In addition to auto, they have a program sponsored by the American Bankers Association. Their underwriters customize each proposal based on a bank's individual needs, including financial institution and dishonesty bonds, E&O, EPL and more. Call Robert Splawn at 800/274-5222 x34308.

RLI has a stand-alone personal umbrella available for your clients. Requires going through a broker and having \$50,000 minimum premium volume. An option: call Ashlyn Willis or Kelly Stainback at Burns and Wilcox—800/498-1600

Rockingham Group, A-rated personal lines regional carrier based in Harrisonburg, VA, specializes in H/O, dwelling properties, mobile H/O, farmowners, personal umbrella and auto. Now seeking quality independent agency appointments in VA. For info, contact Jim Elmore at (540) 564-8860 or jwelmor@rockinghamgroup.com

Royal Oak Underwriters now has a monoline wind market for VA/MD. Call 800-628-2967. Great markets for professional liability; everything from computer liability to MedMal. Call 800/628-2978 or 804/741-7999 for a quick quote.

Small Business WC Underwriter in VA is exclusive to an A+XV carrier. Writing hundreds of classes of business, including construction and trucking. Highest mod written is 1.49 (trucking 1.25) Can write accounts from \$5,000 to \$100K premium. Great service, quick turnaround. Let's get together and start writing business. Complete online app at www.smallworkcomp.com or fax application to 972/934-4299 or call direct: 972/934-4284—Fred Miller, MarketScout; fmiller@marketscout.com

Smart Choice Agents Program, now in 17 states and representing 2500+ independent agencies, seeks VA agencies wanting new and/or additional top national companies, ie: MetLife Home & Auto, Travelers, Safeco, & more. Learn more - call Bruce Cunningham 540/381-8330 or visit www.smartchoiceagents.com

Southern Insurance Company of Virginia is a subsidiary of the Donegal Group marketing full range of personal and commercial lines in Southeast. Use significant technologies to provide web and interface support to agency partners. For info, call James R. "Judge" Parker: 800/468-1127, ext.112; e-mail: judgeparker@donegalgroup.com

Specialty Insurance offering Non-Standard Automobile (no financial scoring), Mobile Home and Low Value Dwelling for over 20 years. The company was recently acquired and management is actively growing and innovating to bring improved service and more products to independent agents in VA. Payment plans with low down payments, combined with competitive rates make our products easy to sell. On-line policy issuance, electronic funds transfers and no need to send paperwork to the company, save agents time and money. For more information or to set up a visit from one of our representatives, call 800-800-5440 and ask for our Sales Manager.

Swett & Crawford recently appointed by Northland Insurance Co. as commercial trucking program rep in VA and Delaware. Northland offers competitive rates, topnotch loss control and claims service. Seeking fleet and non-fleet accounts. Rates for local, intermediate and long-haul available. Contact Swett at 800/968-4648 to discuss program details.

TravMed Insurance is designed for travelers abroad. Through Virginia Surety Co. PIA Nat. arranged for PIA members to sell this cover. Call 800/523-8020 PIA members only.

Tri-State General Insurance Agency offers many hard to write coverages, including business auto in VA, DC and four others. For details call 800/345-7910

Virginia USL&H/WC program represents AIG in VA for USL&H and workers comp coverages. \$15,000 minimum premium and 15% of account must have USL&H exposure. More info at www.uslhworcomp.com Click application to submit app or print and fax directly to 972/934-4299. For questions, e-mail jschlitz@marketscount.com, or call Jennifer Schlitz, USL&H WC underwriter at 972/934-4220.

XS/Group Inc of Alexandria. Our markets are open for your business. We can help you place accounts (incl. tough classes) for GL, Umbrella, D&O, E&O, and more. Social service organizations, transportation risks a specialty. Very successful placing crane service accounts & non-owned auto liability for delivery services. Contact Keith Parson at 703-739-2470, e-mail: kparsons@xsgroup.net or visit www.xsgroup.net.

Zurich North America Small Business writing 300+ classes of small business countrywide. Specialties are office, retail, wholesale, service, builders risk, trades & institutional programs. Agents can quote and issue all classes via Internet. "Zurich Ease Through Automation" is company motto. Seeking agents throughout the territory. Call Jim Fisher for N VA and DC at 410/750-0108 or Field VP Tom O'Day for bulk of VA at 804/290-4375 or Lisa Conley-Johnson 804/262-6884.