

Patrick Hylant Chairman

Mike Hylant
Chief Executive Officer

Richard Hylant
Executive Vice President
President, Toledo Office

Corporate Philanthropy
Carrier Relations
Hylant Administrative
Services
National Insurance
Specialists
Government Relations

John Chaney
Executive Vice President

Risk Practices
Industry Specialties
Marketing & Branding

Mark Miller
Executive Vice President
President, Ann Arbor Office

Ann Arbor
Bloomington
Chicago
Cincinnati
Cleveland
Columbus
Detroit
Fort Wayne
Grand Rapids
Indianapolis
Nashville
Toledo

Bill Pridgeon
Executive Vice President
Chief Financial Officer

Human Resources &
Talent Management
Finance
Legal
Mergers & Acquisitions
Information
Technology

HYLANT GROUP

City of Ann Arbor

Executive Leadership Team

Mark Miller
Executive Vice President
President Ann Arbor Office
P 734-662-1003
E mark.miller@hylant.com

Patrick Savage
Chief Operating Officer
P 734-662-1022
E patrick.savage@hylant.com

Bill Lyle
Client Executive
P 734-662-1435
E bill.lyle@hylant.com

CLAIMS

Cynthia Pulford
Senior Claims Manager
P 734-662-1154
E cynthia.pulford@hylant.com

Michelle Lafferty
Corporate Counsel
P 216-674-2412
E michelle.lafferty@hylant.com

SERVICE TEAM

Nancy Meldrum
Senior Client Service Manager
P 734-662-1447
E nancy.meldrum@hylant.com

Terri Mahakian
Commercial Lines Manager
P 734-662-1506
E terri.mahakian@hylant.com

Debbie Neff
Senior Service Assistant
P 734-662-1565
E debbie.neff@hylant.com

LOSS PREVENTION

Travis Thompson
Risk Management
Representative
P 734-662-1447
E travis.thompson@hylant.com

Steve Stuart
Senior Property Loss
Prevention Consultant
P 248-822-0303
E steve.stuart@hylant.com

Practice Resources

Environmental
Don Bryant

Executive
Risk
Doug Miller

Property
Kevin
O'Donnell

Casualty
John Bair

Aviation
Shawn Gratsch

Hylant
Administrative
Services
Joe Seay

Surety
Joel Speckman

Risk Practices

Industry Specialty Practices

Aviation

Captive

Casualty

Claims

Employee Benefits

Environmental

Executive Risk

International

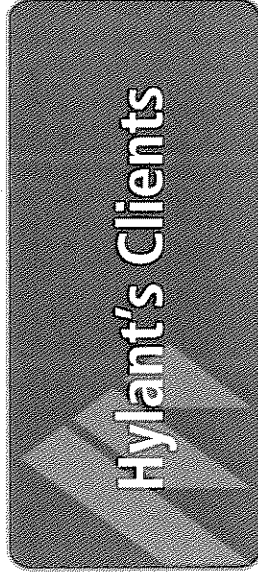
Private Client

Property & Marine

Risk Control

Select/Small Business

Surety



Automotive

Construction

Consumer Goods & Retail

Equipment Rental

Hospitality & Franchise

Life Science

Manufacturing

Medical Risk

Public Entity & Schools

Real Estate

Transportation



Hylant Client Care Best Practices

Relationship Management Process – Property & Casualty

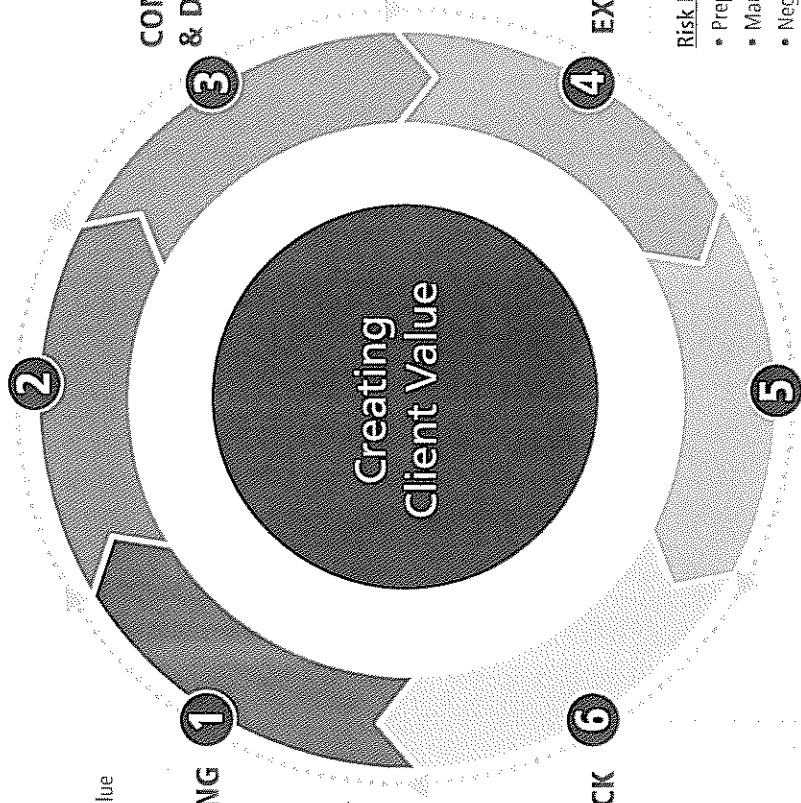
With client decision-makers and users (150 days prior)

- Understand client future business strategies
- Review:
 - Issues/solutions identified at internal account planning meeting
 - Insurance market conditions
 - Last year's achievements
 - Insured and underinsured exposures
 - Acquisitions, divestitures
 - New business ventures
 - New exposures
- Discuss client's objectives for upcoming renewals
- Review total cost of risk
- Discuss risk control and claim service needs
- Present market strategy for each line of coverage
- Review exposure information requirements
- Review open items, timeline, key deliverables
- Review compensation

New Business & Each Annual Cycle (6 months prior)

- Organize information & analyze client need
- Identify issues, exposures & possible solutions
- Benchmark program to industry best practices
- Review relationship at all levels
- Evaluate compensation requirements
- Outline proposed set of solutions & opportunity to bring value

RENEWAL STRATEGY MEETING



INTERNAL ACCOUNT PLANNING 1

CLIENT OR PROSPECT

30-60 Days after (2 month post)

- Client dialogue, feedback, satisfaction
- Senior Relationship Officer dialogue

FEEDBACK 6

30-5 days prior (1 month prior)

- Finalize quotes, prepare and deliver proposal
- Document open items for follow-up
- Close open items
- Secure order from client
- Issue binders, certs, address subjectivities, invoice/billing
- Document, Document, Document!!!

CONFIRMATION OF STRATEGY & DATA COLLECTION 3

150-120 days prior

- Confirm in writing to client RSM outcomes, including:
 - Market strategy
 - Compensation
 - Key deliverables
- Receive underwriting data
- Scope of service
- Establish WSTL

EXECUTE TRANSACTIONS OR ASSIGNMENTS 4

Risk Placement (120-30 days prior)

- Prepare and submit specifications
- Manage carrier inspections and client/carrier meetings
- Negotiate terms and conditions
- Receive formal quotations

DELIVER AND CLOSE 5

2012 - 2013

Hylant Proposed Transition Timeline

April 2, 2012

City of Ann Arbor
 Hylant Group
 City of Ann Arbor / Hylant
 Insurance Carriers / TPA Providers

No.	Action	Due Date	Standard Number of Days	Comments
PHASE I. BROKER SELECTION				
1	Broker Selection Issued	4/11/12		
2	City Council Approval	5/7/12		
3	Brokerage Services & Risk Management Agreement Executed	6/30/12		
4	Executed Broker of Record Letters to Carriers	7/1/12		
5	Service Team Introductory Meeting	ASAP After Decision	150 Days prior to Renewal	
PHASE II. PROGRAM RENEWAL				
6	Hylant team preliminary renewal strategy planning session	10/1/12	150 Days prior to Renewal	
7	Renewal Questionnaire to Client	11/1/12	120 Days prior to Renewal	
8	Develop Marketing Objective	11/1/12	120 Days prior to Renewal	
9	Obtain Renewal Questionnaire from Client. Including Statement of Values, Business Interruption Worksheets, Specialty Applications, etc...	11/15/12	105 Days prior to Renewal	
10	Prepare Insurance Submission for insurance company(ies)	11/15/12	105 Days prior to Renewal	
11	Review Insurance Submission with Client and Underwriters	11/15/12	105 Days prior to Renewal	
12	Submit Insurance Submission to insurance company(ies)	11/20/12	100 Days prior to Renewal	
13	Inspections completed by insurance company(ies)	As Requested		
14	Respond to underwriter inquiries	Upon Request		
15	Quotations received from insurance company(ies)	1/15/13	45 Days prior to Renewal	
16	Analyze quotations and complete cost-benefit analysis	1/15/13	45 Days prior to Renewal	
17	Prepare Proposal	1/15/13	45 Days prior to Renewal	
18	Presentation of Proposal to Client & Final Negotiations with Carriers	Week of 1/15/2013	45 Days prior to Renewal	
PHASE III. PROGRAM IMPLEMENTATION				
19	Renewal decision by Client	Week of 2/15/2013	15 Days prior to Renewal	
20	Finalize details with insurance company(ies)	2/15/13	15 Days prior to Renewal	
21	Administer insurance program (ie., Binder/Auto ID Card/Certificates of Insurance, etc...)	2/23/13	5 Days prior to Renewal	

22	Preparation of billing allocations/invoice	2/23/13	5 Days prior to Renewal	
	PROGRAM RENEWAL DATE - 03-1-13			
	PHASE IV. ONGOING ADMINISTRATION			
23	Deliver policies to Client	6/1/13	90 Days after Renewal	* Subject to receipt from carrier
24	Review/Process final audits	Within 7 Days of Receipt		
25	Attend City of Ann Arbor Board Meetings	Monthly		
26	Respond to day-to-day administration	Ongoing		
27	Prepare Stewardship Reports for Risk Management Program	As Requested		

Ann Arbor Non-Profit/Community Service Clients

Ann Arbor Hands-on Museum
Food Gathers
United Way of Washtenaw County (community partner)
Ann Arbor Autism Foundation
Neutral Zone
Ann Arbor Area Community Foundation
Ann Arbor Ypsilanti Regional Chamber
Ann Arbor Art Association
Ann Arbor Center for Living Independence, Inc.
Ann Arbor Civic Theatre
Ann Arbor Community Center
Ann Arbor Seniors, Inc.
The Ann Arbor YMCA
Alzheimer's Disease & Disorders Assoc.
Arbor Hospice
Community Action Network
Earhart Foundation
Girls on the Run
Glacier Hills
Habitat for Humanity of Huron Valley
Humane Society of Huron Valley
Legal Services of South Central MI, Inc.
Lymphoma Foundation of Belita Cowan
Packard Health, Inc.
Peace Neighborhood Center
The Shelter Assoc.
Therapeutic Riding, inc.
Washtenaw Housing Alliance

FULLY TEAR ALONG PERFORATION



STATE OF MICHIGAN
DEPARTMENT OF LABOR & ECONOMIC GROWTH
OFFICE OF FINANCIAL & INSURANCE SERVICES
LICENSING SECTION

THIS LICENSEE HAS FULFILLED THE REQUIREMENTS OF PUBLIC ACT 218 OF 1956 AS AMENDED. LICENSE IS GRANTED BY THE COMMISSIONER OF THE OFFICE OF FINANCIAL AND INSURANCE SERVICES OF THE STATE OF MICHIGAN TO ENGAGE IN BUSINESS IN THE CAPACITY STATED ON THIS LICENSE, SUBJECT TO ALL APPLICABLE LAWS AND ADMINISTRATIVE RULES.

LICENSE TYPE

Non-Resident Producer

SYSTEM ID

0035549

Hylant Group Inc
811 MADISON AVENUE
TOLEDO, OH 43604

EFFECTIVE DATE

04-17-2002

QUALIFICATIONS

Accident and Health, Casualty, Life, (Variable Contracts only if a VC company appointment is obtained), Property

Scan 1
AB 1
Crubb
All

Carefully fold and tear along perforations

Wall license is to be prominently displayed in licensee's primary place of business.

This license indicates the licensee is qualified for the line(s) listed; however, to transact insurance for an insurer the licensee must be appointed by that insurer. Loss of the licensee's last appointment DOES NOT inactivate the license.

Licensees must notify the Commissioner of any change in licensee's name or address within 30 days of the change. Report name changes using form FIS 0262.

Report address changes using forms FIS 0263 and FIS 0223. Licensees must pay a \$3.00 fee to cover the costs of recording a change of mailing address.

Requests for Certification Letters, Clearance Letters, Duplicate Licenses and Licensing Histories can be ordered with form FIS 0261.

Order all forms directly from Promissor, (Toll free) 1-800-274-2623 or download them from the OFIS website at: www.michigan.gov/ofis.

6920 South Cedar, Suite 6 in Lansing
Bingham V Office Building, Suite 149
30150 E Telegraph Road in Bingham Farms



STATE OF MICHIGAN
OFFICE OF FINANCIAL
& INSURANCE SERVICES
LICENSING SECTION

Carefully tear along perforations

Pocket license is to be carried whenever licensee conducts insurance business.

A pocket license is not issued for agencies



STATE OF MICHIGAN
DEPARTMENT OF LABOR & ECONOMIC GROWTH
OFFICE OF FINANCIAL & INSURANCE SERVICES
LICENSING

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SYSTEM ID: 0200537 LICENSE TYPE: Resident Producer

Effective: 04-05-2004

QUALIFICATIONS

Casualty	04-05-2004
Property	04-05-2004

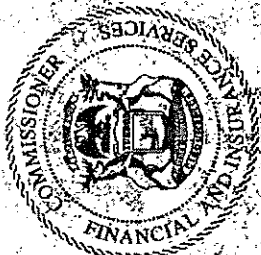
LYLE, WILLIAM C III
24 FRANK LLOYD WRIGHT DR STE J-4100
ANN ARBOR, MI 48105-9484

CONTINUING EDUCATION
REVIEW DATE

11-01-2012

and every two years thereafter

SCAU
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STATE OF MICHIGAN
DEPARTMENT OF LABOR & ECONOMIC GROWTH
OFFICE OF FINANCIAL & INSURANCE SERVICES
LICENSING

THIS LICENSEE HAS FULFILLED THE REQUIREMENTS OF PUBLIC ACT 218 OF 1986 AS AMENDED. LICENSE IS GRANTED BY THE COMMISSIONER OF THE OFFICE OF FINANCIAL AND INSURANCE SERVICES OF THE STATE OF MICHIGAN TO ENGAGE IN BUSINESS IN THE CAPACITY STATED ON THIS LICENSE, SUBJECT TO ALL APPLICABLE LAWS AND ADMINISTRATIVE RULES.

SYSTEM ID: 0029585 LICENSE TYPE: Resident Producer

MILLER, MARK A
HYLANT GROUP INC
24 FRANK LLOYD WRIGHT DR STE J4100
ANN ARBOR, MI 48105-9484

Effective: 01-04-2007

QUALIFICATIONS

Casualty 01-04-2007
Property 01-04-2007

CONTINUING EDUCATION

REVIEW DATE

06-01-2011

and every two years thereafter

Carefully fold and tear along perforations

SCAN I
DB I
FILE I



STATE OF MICHIGAN
DEPARTMENT OF LABOR & ECONOMIC GROWTH
OFFICE OF FINANCIAL & INSURANCE SERVICES
LICENSING SECTION

THIS LICENSEE HAS FULFILLED THE REQUIREMENTS OF PUBLIC ACT 218 OF 1956 AS AMENDED. LICENSE IS GRANTED BY THE COMMISSIONER OF THE OFFICE OF FINANCIAL AND INSURANCE SERVICES OF THE STATE OF MICHIGAN TO ENGAGE IN BUSINESS IN THE CAPACITY STATED ON THIS LICENSE, SUBJECT TO ALL APPLICABLE LAWS AND ADMINISTRATIVE RULES.

LICENSE TYPE

Resident Producer

SYSTEM ID

0252957

MELDRUM, NANCY J
24 FRANK LLOYD WRIGHT DRIVE
PO BOX 541
ANN ARBOR, MI 48106

EFFECTIVE DATE

10-01-2004

QUALIFICATIONS

Casualty, Property

CONTINUING EDUCATION

REVIEW DATE

09-01-2006

and every two years thereafter.

Wall license is to be prominently displayed in licensee's primary place of business.

Scan
DB
Crubs
File

Carefully fold and tear along perforations



STATE OF MICHIGAN
DEPARTMENT OF LABOR & ECONOMIC GROWTH
OFFICE OF FINANCIAL & INSURANCE SERVICES
LICENSING

THIS LICENSEE HAS FULFILLED THE REQUIREMENTS OF PUBLIC ACT 218 OF 1986 AS AMENDED. LICENSE IS GRANTED BY THE COMMISSIONER OF THE OFFICE OF FINANCIAL AND INSURANCE SERVICES OF THE STATE OF MICHIGAN TO ENGAGE IN BUSINESS IN THE CAPACITY STATED ON THIS LICENSE SUBJECT TO ALL APPLICABLE LAWS AND ADMINISTRATIVE RULES.

SYSTEM ID: 0048533

LICENSE TYPE: Resident Producer

Effective: 02-12-1993

QUALIFICATIONS

Capacity	03-01-2002
Property	03-01-2002

MAHAKIAN, TERRI L
24 FRANK LLOYD WRIGHT DR
PO BOX 541
ANN ARBOR, MI 48106-0541

CONTINUING EDUCATION
REVIEW DATE

10-01-2011

and every two years thereafter



State of Michigan

Department of Licensing and Regulatory Affairs Office of Financial and Insurance Regulation

The licensee has fulfilled the requirements of Public Act 218 of 1956 as amended. This license is granted by the Commissioner of the Office of Financial and Insurance Regulation to engage in the business of Insurance as stated on this license, subject to all applicable laws, regulations and rules.

SYSTEM ID: 0591401 LICENSE TYPE: Resident Producer

Effective: 10-19-2011

QUALIFICATIONS

Casualty	10-19-2011
Property	10-19-2011

NEFF, DEBORAH A
24 FRANK LLOYD WRIGHT DRIVE
PO BOX 541 STE J4100
ANN ARBOR, MI 48106

CONTINUING EDUCATION REVIEW DATE

11-01-2013
and every two years thereafter.



CERTIFICATE OF LIABILITY INSURANCE

OP ID: JM

DATE (MM/DD/YYYY)

03/14/12

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Hylant Group Inc - Toledo 811 Madison Ave Toledo, OH 43604		419-255-1020 419-255-7557	CONTACT NAME: PHONE (A/C, No, Ext): E-MAIL ADDRESS: PRODUCER CUSTOMER ID #: HYLAN-1	FAX (A/C, No):
INSURED Hylant Group, Inc. 811 Madison Avenue Toledo, OH 43604		INSURER(S) AFFORDING COVERAGE		NAIC #
		INSURER A : XL Specialty Insurance Company		37885
		INSURER B :		
		INSURER C :		
		INSURER D :		
		INSURER E :		
		INSURER F :		

COVERAGES**CERTIFICATE NUMBER:****REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

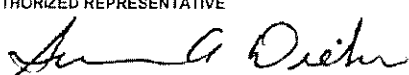
INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
	GENERAL LIABILITY <input type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC						EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$	
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$ \$	
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB DEDUCTIBLE RETENTION \$		<input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE				EACH OCCURRENCE \$ AGGREGATE \$ \$ \$	
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		<input type="checkbox"/> Y/N <input type="checkbox"/> N/A				<input type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTH-ER E L EACH ACCIDENT \$ E L DISEASE - EA EMPLOYEE \$ E L DISEASE - POLICY LIMIT \$	
A	Errors & Omission Professional Liab.			ELU 121206-11	05/01/11	05/01/12	Each Act	3,000,000 Total 3,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

\$500,000 Self Insured Retention - Per Claim

RE: Certificate issued in compliance with Request for Proposals RFP No. 815 Professional Services Insurance Brokerage Services and Risk Management Counseling

CERTIFICATE HOLDER**CANCELLATION**

THECI01 The City of Ann Arbor Procurement Unit 301 E. Huron Street Ann Arbor, MI 48104	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
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Business Insurance Announces Best Places to Work in Insurance Winners

After months of in-depth evaluation, the 50 insurance industry companies to be recognized in this year's *Business Insurance* Best Places to Work in Insurance program have been identified.



Best Places to Work in Insurance is a joint effort of *Business Insurance* and the Harrisburg, Pa.-based Best Companies Group. The competition is open to all publicly or privately held property/casualty insurers, group life/health insurers, retail agents and brokers, wholesale brokers/managing general agents, reinsurance brokers, group health advisers and claims managers with at least 25 employees working in the United States and serving the commercial insurance market.

This is the third year for the Best Places to Work in Insurance program. Companies recognized this year range in size from 25 to 8,778 employees.

Elite group

The 50 companies recognized this year are to be celebrated as an elite group of employers that have created high-quality workplaces that encourage employees to thrive in a work environment they can love.

Best Companies Group, an independent workplace excellence research firm that manages other regional and industry programs in the U.S. and Canada, managed the registration process, conducted the surveys, evaluated the data, and selected the firms that made the cut.

The assessment was a two-part process. Part 1—responsible for 75% of a company's score—involved a confidential employee engagement and satisfaction survey, which was used to evaluate employees' workplace experience and the company culture.

The second part of the assessment, responsible for the remaining 25% of a company's score, was an employer questionnaire, which collected information about each company's benefit programs, policies, practices and other general information.

In-depth analysis

Using the two sets of data, BCG experts conducted an in-depth analysis of the strengths and opportunities at each company.

To make the Best Places to Work in Insurance list, each company had to demonstrate a minimum standard of excellence. BCG's work also involves comparative analysis of the companies on the list.

In a special report in the Nov. 7 issue, *Business Insurance* will reveal how the companies ranked and take a closer look at the 50 companies honored. *Business Insurance* also will recognize the companies and celebrate their achievement at a Nov. 1 awards luncheon in New York.

Business Insurance

Monday, September 12, 2011 - 2:50 p.m. ET

[View original article](#)

Participation in the program was free, though participating companies can purchase the BCG Employee Feedback Report summarizing the data collected in the employee survey process. In addition to the employee opinion data, the report also includes transcribed employee written comments, as well as the insurance industry benchmarking data from the participating companies.

The 2011 honorees are:

- Accident Fund Insurance Co. of America, Lansing, Mich., *Property/Casualty Insurers*
- AdvoCare Group, Cleveland, *Claims Managers*
- Armfield, Harrison & Thomas Inc., Leesburg, Va., *Retail Agents/Brokers*
- Alltrust Insurance, Palm Harbor, Fla. *Group Health Advisers*
- AMERIND Risk Management Corp., Santa Ana Pueblo, N.M., *Property/Casualty Insurers*
- ARAG Insurance Co., Des Moines, Iowa, *Property/Casualty Insurers*
- Associated Agencies Inc., Rolling Meadows, Ill., *Retail Agents/Brokers*
- Assurance Agency Ltd., Schaumburg, Ill., *Retail Agents/Brokers*
- Avalon Risk Management, Elk Grove Village, Ill., *Retail Agents/Brokers*
- Berkley Mid-Atlantic Group L.L.C., Glen Allen, Va., *Property/Casualty Insurers*
- Business Benefits Group, Fairfax, Va., *Retail Agents/Brokers*
- Discovery Benefits Inc., Fargo, N.D., *Claims Managers*
- Dubraski & Associates Insurance Services L.L.C., San Diego, *Retail Agents/Brokers*
- Eastern Insurance Holdings Inc., Lancaster, Pa., *Property/Casualty Insurers*
- ECBM L.P., West Conshohocken, Pa., *Retail Agents/Brokers*
- Equitable Life & Casualty Insurance Co., Salt Lake City, *Group Life/Health Insurers*
- Falvey Insurance Group Ltd., North Kingstown, R.I., *Wholesale Brokers/MGAs*
- FCCI Insurance Group, Sarasota, Fla., *Property/Casualty Insurers*
- Fred C. Church Inc., Lowell, Mass., *Retail Agents/Brokers*
- Gilsbar Inc., Covington, La., *Claims Managers*
- GNW-Evergreen Insurance Services L.L.C., Encino, Calif., *Retail Agents/Brokers*
- The Hanover Insurance Group Inc., Worcester, Mass., *Property/Casualty Insurers*
- Hoffman Brown Co., Sherman Oaks, Calif., *Property/Casualty Insurers*
- Hylant Group Inc., Toledo, Ohio, *Retail Agents/Brokers*

Business Insurance

Monday, September 12, 2011 - 2:50 p.m. ET

[View original article](#)

- The Insurance Exchange Inc., Rockville, Md., *Retail Agents/Brokers*
- Insurance Program Managers Group IPMG, St. Charles, Ill., *Wholesale Brokers/MGAs*
- J. Smith Lanier & Co., West Point, Ga., *Retail Agents/Brokers*
- Kapnick Insurance Group, Southfield, Mich., *Retail Agents/Brokers*
- Key Risk Insurance Co., Greensboro, N.C., *Property/Casualty Insurers*
- Lockton Cos. L.L.C., Kansas City, Mo., *Retail Agents/Brokers*
- M3 Insurance Solutions Inc., Madison, Wis., *Retail Agents/Brokers*
- Maiden Reinsurance Co., Mount Laurel, N.J., *Reinsurance Brokers*
- McGraw Wentworth, Troy, Mich. Retail, *Agents/Brokers*
- The MGIS Cos. Inc., Salt Lake City, *Wholesale Brokers/MGAs*
- Penn National Insurance, Harrisburg, Pa., *Property/Casualty Insurers*
- Philadelphia Insurance Cos., Bala Cynwyd, Pa., *Property/Casualty Insurers*
- The Plexus Groupe L.L.C., Deer Park, Ill., *Retail Agents/Brokers*
- Poms & Associates Insurance Brokers Inc., Woodland Hills, Calif., *Retail Agents/Brokers*
- Precept Group, Irvine, Calif., *Retail Agents/Brokers*
- Propel Insurance, Tacoma, Wash., *Retail Agents/Brokers*
- Ross & Yerger Insurance Inc., Jackson, Miss., *Retail Agents/Brokers*
- Safety National Casualty Corp., St. Louis, *Property/Casualty Insurers*
- Scirocco Group, Hasbrouck Heights, N.J., *Retail Agents/Brokers*
- Seubert & Associates Inc., Pittsburgh, *Retail Agents/Brokers*
- SilverStone Group, Omaha, Neb., *Retail Agents/Brokers*
- TIP National Inc., Oklahoma City, *Wholesale Brokers/MGAs*
- United Educators Insurance, a Reciprocal Retention Group, Chevy Chase, Md., *Property/Casualty Insurers*
- United Heartland, Milwaukee, *Property/Casualty Insurers*
- Unum Group, Chattanooga, Tenn., *Group Life/Health Insurers*
- West Bend Mutual Insurance Co., West Bend, Wis., *Property/Casualty Insurers*