

Q1 2013 Newsletter

AGENCIES

- 1) Southern New England Employee Benefits Agency Available for Acquisition: \$800K Commission Revenue; \$400K EBITDA. Long standing, Mid to Large sized client base (50-500 lives).

For more information on any of the shell opportunities mentioned above please contact Chris Hughes.

INSURANCE SHELLS

- 1) 50 State Life and Health Shell
- 2) New York only Life and Health Shell
- 3) Southeast Regionally Licensed Life and Health Shell
- 4) 45+ State Property and Casualty Shell with Professional Liability Authority
- 5) 45+ State Property and Casualty Shell with Broad Authority
- 6) West Regionally Licensed Property and Casualty Shell
- 7) New Jersey Only Property and Casualty Shell

For more information on any of the shell opportunities mentioned above please contact Paul Procops.

PROGRAMS

- 1) Homeowners/Dwelling Fire: MGA with proprietary, high-tech modeling system seeking second carrier partner to expand writings predominantly along the eastern seaboard.
- 2) Non-Standard Auto Liability: Southwest MGA currently in six states seeking second carrier partner to expand in up to four additional states per year over the next several years.
- 3) NY State Contractors GL: New York MGA has partnered with the premier provider of extensive NY State WC loss control and safety services for member contractors. MGA seeking carrier partner that recognizes in NY State that fewer WC claims means fewer third party action-over claims on the GL; thus increased profitability using prevailing market rates.
- 4) Heterogeneous GL: 30 Year Southeast MGA seeking second carrier partner for business with average premium size per insured of \$3,500; \$10 MM to \$15 MM program premium available with a developed loss ratio of 50%.
- 5) Property, Landlord Protection from Tenant Negligence: Midwest MGA writing 20,000 locations seeking carrier partner; \$3 MM to \$4 MM program premium available with large growth potential.

For more information on Programs 1-3, please contact Frank See. For information on Programs 4-5, please contact Paul Surdel.

CARRIERS

- 1) Widely licensed variable annuity carrier with reserves of \$2.9 million

For more information on any of the carrier opportunities mentioned above please contact Paul Procops.

SERVICES*

In addition to advisory capabilities, M&A can provide many value added services; some of which are highlighted below:

- Valuations
- Fairness Opinions
- Company comparison and contrast reports useful for marketing, benchmarking, and evaluations
- Financial Modeling

For more information on any of these services mentioned above please contact Daniel Baransky

Sincerely,

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