



MEMBERSHIP GUIDE

MEMBERSHIP MEANS MORE

OUR MISSION TO YOU

Since 1897, OIA has championed independent agents, serving as their trusted advisor and advocate. We are dedicated to promoting, progressing, and protecting the professional expertise that only you—the independent agent—can provide.

With a team boasting over a century of combined licensed insurance experience, we understand your challenges because we've been in your shoes. Many of our staff have worked in agencies and carriers, bringing firsthand knowledge to help your business thrive.

Our team develops resources that are designed with your agency in mind. Whether you need guidance on daily operations, professional development, HR support, or market access opportunities, we provide the tools to keep you ahead.

As an OIA member, you also gain access to essential industry updates, best practices, and a powerful support network—allowing you to focus on what matters most: serving clients, empowering your team, and strengthening your community.

At OIA, our focus is you—the independent insurance agent. As your advocate, trusted advisor, and strategic partner, we're dedicated to helping you thrive.

MEMBERSHIP IN ACTION

OIA is powered by nearly 1,000 independent agencies across Ohio. Year-round, we work to support and strengthen our members by providing exclusive events, volunteer leadership opportunities, and access to industry insights and resources.

Volunteer Leadership

As a member-driven organization, OIA's volunteer leaders shape the direction of our association. There are many ways to get involved, from serving on the OIA Board, Service Corporation Board, or Foundation Board to participating in key committees. Our volunteer leaders play vital roles across the Finance & Budget Committee, Next Generation Advisory Council, Advocacy & Political Action Committee, and Governance Committee, ensuring our association remains strong and forward-focused through strategic goal-setting.

Industry Updates & Resources

Each month, OIA delivers IA Connect, an e-newsletter filled with the latest news, blogs, and industry updates—directly from our industry professionals to your inbox. To further serve our members, we also created the OIA Resource Center, a comprehensive library of templates, best practices, and valuable tools designed just for our members.

Events & Networking Opportunities

OIA hosts a variety of events and networking opportunities throughout the year. Our main event, IACON, is Ohio's largest conference for independent agents, bringing together OIA members and company partners for two days of inspiring keynote speakers, workshops, and education. We also offer leadership seminars, young agent networking events, legislative visits to the Ohio Statehouse, regional roadshows, and in-office education opportunities.

Ohio Insurance AGENTS

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OIA'S VOLUNTEER LEADERS

SERVICE ABOVE SELF AND DEDICATION TO ADVANCING THIS HONORABLE AND NOBLE PROFESSION

The OIA deeply values the outstanding leadership of our Board, a team of experienced insurance professionals who generously contribute their time, expertise, and insights. Their guidance is instrumental in shaping the OIA's vision and strategic direction. Their innovative ideas serve as the foundation for our annual goals and initiatives, ensuring we effectively meet the evolving needs of our members.

OIA BOARD OF DIRECTORS



Katie Watson



Andy Stephey



Derek Sprouse



Justin Buren



Eric Stolly



Kelly Culley



Matt Steele



Bill Bishop
IIABA National Director



SERVICE CORPORATION BOARD



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John Koetz



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Christina Bernard



Brad Winters



Meghan Griffith Ragozzino



Myranda Joseph



Chris Kendall

FOUNDATION BOARD

OIA COMMITTEES

CARRIER RELATIONS COMMITTEE

The Carrier Relations Committee works to strengthen the relationship between independent agents and insurance carriers. Its key responsibilities include identifying opportunities to enhance company relationships, monitoring changes that impact agent-carrier dynamics, providing input on industry issues, conducting research on carrier concerns, engaging with high-level carrier representatives, and analyzing survey results to improve partnerships. Members include:

Bill Brooker Greg Carr John Ferneding Scott Krebs Missy Kahl Brandon Morgart Rob Strachan Shelley Taylor Jay Wenger

ADVOCACY & POLITICAL ACTION COMMITTEE

The Ohio Insurance Agents Advocacy Committee (OIA PAC) plays a vital role in advocating for independent insurance agents by influencing legislation, regulations, and industry policies. The committee strengthens agents' political influence by supporting pro-business candidates and maintaining a competitive insurance marketplace. Key responsibilities include shaping OIA's advocacy agenda, analyzing legislative and regulatory issues, guiding PAC contributions, and increasing fundraising efforts. Members include:

Jeff Sargeant **Diane Keil-Hipp** Meghan Griffith Ragozzino Patrick Bacon Nicholas Bertke Bill Bishop Cameron Caryer
Sylvia Garrett Janie Geis Eric Harmon Dale Kaprosy Michael Keenan Aaron McElwain Talbott Moon Nick Roach Mark Willis

FINANCE & BUDGET COMMITTEE

The Finance and Budget Committee ensures the financial health and stability of the organization by overseeing investments, budgets, audits, and financial policies. It acts as a steward of financial resources, maintaining adequate funding for member services and long-term sustainability. This committee reviews financial statements, investment portfolios, tax returns, and corporate insurance policies, as well as assessing budget alignment with strategic objectives and recommending necessary adjustments to the Board of Directors. Members include:

Andy Stephey Justin Buren Kelley Culley Meghan Griffith Ragozzino Colleen Heister-Miles Kimberly Hilvers Andy Tomlinson

NEXT GEN AGENTS ADVISORY COMMITTEE

The Next Gen Agents Advisory Council serves as a voice for emerging professionals in the industry, providing insights to enhance OIA's resources and initiatives. It fosters member engagement, networking, and leadership development while advising the Board and staff on the needs of the next generation of insurance professionals. Key goals include identifying career development opportunities, expanding member resources, and cultivating future industry leaders. Members include:

Amanda Phelan **Adam Augspurger** Derek Sprouse Matt DeVries Kendra Garrett MacGregor Howey Rick Jackson Logan Kirk
Cassie Maddux Brennan Madison Mary Modene-Salahat Julie Schatz Kristi Sizemore Alison Speck Bethany Thompson Nicole Roe-Bowles

GOVERNANCE COMMITTEE

The Governance Committee ensures strong leadership and effective governance by identifying, developing, and supporting future leaders within OIA. It maintains a transparent leadership selection process based on competencies and strategic alignment. Key responsibilities include recruiting and nominating board candidates, overseeing leadership development, reviewing bylaws and policies, addressing ethical concerns, and selecting award winners. The committee also evaluates board positions and governance structures to support OIA's mission and success. Members include:

Steve Brown Brent Phelan Perk Reichley Tom Sarno Matt Simon

COMING SOON: INNOVATION COMMITTEE

The OIA Innovation Committee, once established, will focus on enhancing industry knowledge and business opportunities for independent agents by identifying and evaluating innovative solutions. The committee will gather insights on industry trends, analyze potential solutions, explore investment opportunities to strengthen the independent agency system, and identify diverse business prospects for members and OIA.

AGENT ADVOCACY

REPRESENTING THE INTERESTS OF INDEPENDENT AGENTS

OIA is dedicated to building strong relationships with legislators and key state agencies to promote, progress and protect a healthy business environment for independent agents across the state.



01. Public Policy

Through continuous dialogue with legislators and regulators, we are working to advance the opportunities available to our members by communicating industry priorities and helping to craft public policy. Issues include opposing sales and premium tax hikes, extending nonrenewal/cancellation notice periods, and mandating carriers to explain premium increases over 10%.



02. Advocacy Day

During this two-day event every other year, agents have the opportunity to hear from statewide officials and the Ohio Department of Insurance, tour the statehouse, and meet with legislators in their offices to discuss important issues facing the IA community.



03. OIA Political Action Committee (OIAPAC)

Our voluntary, non-partisan Political Action Committee invests time and resources that support legislative and judicial candidates. Our PAC works to ensure a positive marketplace for independent agents in the state. PAC efforts focus on the election of the Supreme Court Justices and the promotion of a philosophical view of judicial restraint.



04. DC Legislative Conference

Get up to speed on the many legislative, regulatory, and legal challenges happening within your profession right now. Hear from industry leaders and spend time meeting with your legislators in Washington D.C.



OIA STAFF

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ERRORS & OMISSIONS INSURANCE

YOU PROTECT YOUR CLIENTS. WE HELP PROTECT YOU.

As an agency leader, you want the most comprehensive and reliable errors and omissions (E&O) coverage to protect your livelihood and your future. With the exclusive markets available through OIA, we can help find solutions to address your insurance coverage requirements at a competitive price. All carriers offered are highly rated by A.M. Best Company, Inc.



01. Dedicated Team of Agents

The OIA Risk Management team has over 50 years of collective insurance experience. Each one of our licensed agents here at OIA will work with you to understand and get the coverage your agency needs.



02. Direct Access to Claims Specialists

When you need input regarding an E&O exposure or potential claim situation, you can speak to an underwriter or claims representative. They are here to answer your questions and may be able to help address issues before they become problems.



03. Solid Coverage

No two errors and omissions policies are alike. We can help you spot subtle differences so you can make the best decision for your agency.



04. Education & Premium Discounts Available

We offer in-house courses through OIA that not only educate your team on ways to prevent E&O exposures but may also qualify you for a discount on your policy.



Errors & Omissions



Swiss Re
Corporate Solutions



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CYBER INSURANCE

YOU PROTECT YOUR CLIENTS. WE HELP PROTECT YOU.

Cybercrime reports have exploded in the past decade. This rising crime will cost companies worldwide an estimated US\$10.5 trillion annually in 2025, up from nearly US\$3 trillion in 2015. At an annual growth rate of 15 percent, cybercrime represents one of the greatest transfers of economic wealth in history.

Here are the top three reasons independent agencies of any size need cyber insurance:



01. 80% of Businesses Fail to Recover From a Data Breach

Penalties from state attorney can range from \$50 - \$750K and penalties under the HITECH Act can reach \$1.5M.



02. Average Cost of a Single Data Breach is \$9.9 Million

Responding to a breach is both costly and complex. Costs include penalties, fees, hiring experts and time lost on business.



03. You're Obligated to Protect the Data You Collect

State and federal regulations dictate proper handling of private information. It's far more than hackers; breaches can be caused by lost, discarded, or stolen laptops, phones, tablets and portable memory devices.

OIA'S PROGRAM WITH  Arlington/Roe®

OIA and Arlington/Roe & Co., Inc. have partnered to offer our members an exclusive program to help protect their agencies from information security breaches. OIA members are pre-qualified for enrollments (some restrictions apply).

Contact our team to access slot rated cyber coverage with this high-esteemed broker!



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MARKET ACCESS

HELPING YOU HELP YOUR CLIENTS WITH ACCESS TO ADDITIONAL MARKETS

OIA offers exceptional insurance initiatives to independent agents and their clients. Your agency can choose from a variety of options with OIA membership to determine which policies benefit your agency's clientele. Market Access options are always growing and changing at OIA, so reach out if you're looking for something additional!



01. Big "I" Alliance

Blue Program: Placement Center, no fees, no minimums. Own your expirations. Big "I" Alliance offers a suite of top tier products including affluent homeowners, bonds, commercial packages, habitational, auto, home, and much more!

Gold Program: Strategic carrier alignment, direct access to carrier systems and underwriters, profit sharing. Own your expirations *and* carrier codes. Contract required.



02. RLI

With your OIA membership, you gain access to RLI: an A+ rated carrier that offers stand-alone Personal Umbrella Policy (PUP) and Home-Based Business. With no minimum volume requirements and availability with underlying coverage not being through RLI, there is no pressure! Expand your eligibility, get PUP coverage limits up to \$5M, business liability coverage up to \$1M, and additional optional coverages to meet your clients' needs.



03. Selective Flood

Offering competitive commissions and special arrangements for book rolls, Selective's Flood Insurance Program offers your clients a superior service program as well as an online system designed to make writing flood insurance easy and profitable.



04. Sayata Cyber Rater

Get up to 9 stand-alone cyber quotes from leading carriers in minutes with Retail Select Access (RSA).

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WORKERS' COMPENSATION

HELPING YOU PROTECT YOUR COMMERCIAL CLIENTS THROUGH GROUP RATING

OIA's Workers' Compensation programs include group rating and group retrospective programs. Group rating is a program employers can access to reduce workers' compensation rates. Ohio Bureau of Workers' Compensation (BWC) permits employers to join together to be "rated" as a group through a sponsoring organization, such as Ohio Insurance Agents Association (OIA), to save money. OIA's plan is one of the largest in Ohio and is administered by our third-party administrator, Sedgwick.



01. Your Clients' Trusted Advisor

Your clients depend on you for their insurance needs - it should only be a natural fit to manage their risks when it comes to workers' comp insurance, too.



02. Multiple Saving Tiers

Offers levels of savings tiers across each industry group with over 13,000 employers enrolled who will save more than \$38 million in workers' comp premiums.



03. Protecting Your Clients' Workers' Comp Risks

Diverse products that cover workers' comp claims management, alternative rating options, and safety services through OIA's third-party administrator (TPA), Sedgwick.



04. Earn Additional Commission

The Group Rating program can provide an additional source of income for your agency while also expanding the levels of service offered to your commercial clients. It can also act as an effective "foot in the door" prospecting tool and aide for client retention.



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OIA's
Workers'
Compensation



sedgwick



PROFESSIONAL DEVELOPMENT

LEARN WHENEVER & WHEREVER YOU WANT

In an industry that changes daily, it is important to stay on top of your education in order to best assist your clients. However, CE isn't at the top of most agents' to-do lists. This is why we launched our learning portal. With live virtual options as well as on-demand options for learning, you can learn whenever and wherever you want.



01. Webinar Wednesdays

Since its inception in 2020, Webinar Wednesdays have become an integral part of OIA's education offerings. Nearly every Wednesday from 12-1pm, we provide a free webinar, with at least 24 sessions approved for CE annually.



02. Custom Classes

OIA can bring CE to your office - our team is available to conduct private classes tailored to your specific topics of interest. Let us know what subjects you're interested in, and let OIA do the rest. Virtual options are also available.



03. On-Demand CE

Access on-demand CE at your convenience through our Learning Portal. With OIA, you can earn CE credits anytime. Our courses feature quick check-ins after each section rather than lengthy exams. New courses are added monthly.



04. Designations

Looking to advance your career? Begin the designation process with our comprehensive courses, which provide in-depth exploration of insurance policy language. If you've already earned a CIC or CISR designation, consider enrolling in our James K. Ruble or William T. Hold courses for your updates.



05. Pre-licensing Courses

With hundreds of years of combined experience advocating for the insurance industry, the Greater Cincinnati Insurance Board (GCIB) and OIA have partnered to offer a new Property and Casualty pre-licensing course option. OIA members can register for courses online at an exclusive member rate.



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VALUATION & CONSULTING SERVICES

YOU VALUE YOUR CLIENTS. WE VALUE YOUR AGENCY.

You've worked hard to build and grow your insurance agency and you should know the fair market value of your greatest financial asset. That's why at IA Valuations, our mission focuses on valuation-based planning and is designed to help independent insurance agency owners realize and maximize their value. The best time to start planning was yesterday; the second best time is today. With a collective 50 years of experience, trust IA Valuations for a professional analysis.



01. Desired Growth

You have growth ideas but no plan. Start your planning by understanding where you are. Receive an analysis and gain insights to optimize your agency's value, identify growth opportunities, and assess risk factors.



02. Planning for Your Next Chapter

Understanding what your agency is worth will strengthen your position in your negotiations with prospective partners and buyers. Many factors contribute to the value of your agency, do not sell yourself short on your life's work.



03. Agency Ownership Transition

For agencies that plan to transition ownership, an annual valuation and perpetuation plan will ensure that you are on track to transfer your business for the value and manner in which best suits your clients, legacy, family, and team.

If you see the IA Valuations logo, don't worry - it's still OIA! IA Valuations is a DBA (doing business as) created by OIA in order to serve our members and beyond in valuation, perpetuation, and business consulting services. All messaging coming from IA Valuations is approved and aligned with OIA.

Visit us at www.iavaluations.com



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RESOURCE CENTER

WHEN IT COMES TO INSURANCE, OIA HAS SEEN IT ALL

That is why we developed our Resource Center, a centralized location for you to find what you're looking for. We pride ourselves on being the one-stop shop for all OIA members, and we work to solve every problem or situation you may come across. Our Member Resource Portal consists of the following four areas:



01. Resources

Here you can find tools, training, and other resources that will help you grow your business.



02. Operations & Agency Management

Operational tools to help you maximize the value of your agency, enhance compensation potential, and perpetuate success well into the future.



03. Member Benefit Services

Whether you are starting an agency from scratch or looking for materials to excel the success of your long-standing business, OIA is here to help.



04. 30-Minutes of Free Legal Consultation

Get advice from attorneys specializing in insurance issues with OIA's free legal consultation. OIA members receive a 30-minute (per topic) consultation with an attorney that provides advice on legal questions relating to the insurance industry.



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OIA REPORTS & STUDIES

USING DATA TO PROPEL YOUR AGENCY

OIA regularly produces reports—monthly, quarterly, and annually—to help you succeed. Leveraging collected data, surveys, and thought leadership, we identify challenges and trends and provide actionable solutions.

If there's a report or survey that would benefit you or the broader IA system, let us know—we'd love to explore how we can bring it to life!



01. Annual Reports and Surveys

OIA's goal is to leverage our resources to help members thrive and grow. One way we achieve this is through reporting and surveys, which we present in a clear and digestible format. Some key reports and surveys OIA produces annually include the Agency Compensation Study, Market Share Study, and Carrier Satisfaction Survey.



02. Monthly Newsletter

OIA delivers a monthly digital newsletter called IA Connect, filled with industry news and updates, blogs, and resources written specifically for Ohio independent insurance agents that you can only get as a valued member! Don't miss out; log into your account and sign up on our website.



03. Quarterly Reports

OIA's IA Valuations team produces quarterly reports analyzing the data we collect to help inform your business decisions. We track EBITDA multiples, profitability margins, contingencies, carrier mix, and so many more.



04. Year End Magazine

At the end of each year, OIA puts together a magazine celebrating our members and their successes, our various events, and other notable happenings throughout the year. Each member agency receives a copy early in the year to look back on and reminisce from the year before. Do you want to be featured? Share any moments and milestones with us for the chance to be highlighted!

OIA STAFF

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OIA FOUNDATION SCHOLARSHIP

\$115,350 AWARDED TO INDEPENDENT AGENTS

OIA is committed to developing the next generation of industry leaders. Established in 2017, the George W. Haenszel Scholarship was created in honor of the outgoing CEO. This \$2,500 scholarship helps future industry leaders achieve long-term success while providing their agencies with the resources they need to compete in the modern marketplace. Here are just a few opportunities that qualify for the scholarship:



01. Designations

Insurance designations can broaden an agent's perspective of the industry, strengthen their skills, and elevate their career.



02. Perpetuation Planning

Our IA Valuations team can provide perpetuation coaching to help agents become future agency owners.



03. Agency Valuations

Your agency value is more than just a number. Our Agency Valuations team will help agents learn about running a successful agency in order to increase its value.



04. Industry Events

Participation at industry-specific events and leadership programs to network and learn.



“As a new member of OIA and learning of the myriad of opportunities offered, I was encouraged to apply for the scholarship. This support allowed myself and a member of my team to attend the National African American Insurance Association’s 2024 National Conference in New Orleans.”

- Sandra Moody Gresham LUTCF, CLTC, CPIA
Dehan Enterprises Insurance & Financial Services LLC



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HR SOLUTIONS

RESOURCES FOR HIRING & RETAINING TALENT

It is no secret, one of the biggest challenges affecting the independent agency system today is hiring and retaining talent. Employers are struggling to bring in new talent and job positions are open for months on end. To support our members, we have compiled a wide variety of HR resources to aid agents in hiring and other HR needs.



01. Advisory Services

Do you have questions on building out HR policies? Feeling stuck in your hiring efforts? Need some guidance with employee relations issues? With over 20 years of HR experience, Brian Lawrence, the Director of HR Solutions, is available to assist members with a range of HR-related questions or concerns.



02. OIA Job Board with IdealTraits

In partnership with IdealTraits, members can now post jobs to a job board by registering for a free or paid account. IdealTraits is a robust recruiting platform developed to help insurance agencies of all sizes hire top performing sales and service staff. Visit our website to get started!



03. Summer Internship Program

Each summer, OIA runs an internship program that connects interns with local member agencies. Our team oversees the program's organization and direction, providing a comprehensive onboarding guide to support participants. With backing from the OIA Board, we aim to increase awareness of the insurance industry and the independent agency system among college students, inspiring the next generation of industry professionals.



04. Annual Compensation Guide

The HR Solutions team compiles an annual report with best compensation practices and data tables from OIA, the Bureau of Labor Statistics, and the Big "1" compensation database to assist agencies in making informed decisions headed into the year.



OIA STAFF

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GROUP HEALTH, LIFE & DISABILITY INSURANCE

HELPING YOU KEEP YOUR TEAM HEALTHY & WELL

As an OIA member, you can choose from several high-quality, competitively-priced insurance plans to help protect you, your employees and their families.



01. Group Health

Partnering with Association Benefit Planners (ABP) allows us to offer a wide range of employee benefits to meet your needs. We offer plans from fully insured, to partially self-funded, to Multiple Employer Welfare Arrangements (MEWA) for small member employers. We also offer options for Sole Proprietors and groups with only 1 employee.



02. Group Life Insurance

Group Life benefits are available through The Big "I" Group Term Life insurance program. This program offers guaranteed issue (with certain requirements being met), a variety of plan alternatives to fit your agency's needs, coverage for spouse and children, and optional coverage for employees.



03. Long-Term Disability

Protect your greatest asset - your ability to earn a living. The Big "I" Long-Term Disability program offers guaranteed issue (with certain requirements being met), up to \$10,000 per month in benefits, a variety of plan alternatives to fit your agency's needs, special benefits for residual disability, your choice of waiting periods, and waiver of premium.



04. Short-Term Disability

The Big "I" Short-Term Disability program protects you from loss of income during an illness or accident that prevents you from working. The program offers guaranteed issue (with certain requirements being met), up to \$650 in weekly benefits and a variety of plan alternatives to fit your agency's needs.

 OIA STAFF

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BIG "I" NATIONAL ASSOCIATION

TWO MEMBERSHIPS FOR THE PRICE OF ONE

The Independent Insurance Agents & Brokers of America, Inc., also known as the Big "I" or IIABA, is a national trade association that strives to provide independent insurance agents and brokers with a sustainable competitive advantage in the insurance marketplace. IIABA equips members with tools, resources, advocacy, and support to maintain excellence in business and customer service.



01. Trusted Choice & TrustedChoice.com

Trusted Choice exists to provide agents with marketing resources and highlight the value that independent agents bring through the Trusted Choice brand. [TrustedChoice.com](https://www.trustedchoice.com) is an online resource for connecting insurance buyers with Big "I" member agencies through digital marketing tactics.



02. Hard Market Toolkit

This comprehensive guide has been crafted by independent insurance agents who have successfully navigated through challenging markets. Find resources to help you streamline a plan, communicate effectively, handle tough questions, and ultimately retain clients. This guide is free to Big "I" member agencies and their staff members, courtesy of Trusted Choice.



03. Marketing Reimbursement Program

The Trusted Choice Marketing Reimbursement Program helps agencies offset the cost of various marketing activities that support growing your agency, from digital advertising or traditional marketing that include the Trusted Choice logo to working with select preferred vendors. Get up to \$1000 reimbursed!



04. Virtual University

The Big "I" Virtual University is a convenient way to build your knowledge base through online education and research with more than 18,000 pages to help you find your answers to tough insurance questions.



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COMPANY PARTNERS

PLATINUM PARTNERS



GOLD PARTNERS



SILVER PARTNERS



BRONZE PARTNERS

Aegis General Insurance Agency
 Central Insurance
 Grange Insurance
 Imperial PFS
 Liberty Mutual/Safeco/State Auto
 Orion180

Pekin Insurance
 Resolute Insurance Associates
 Secured Advantage
 Sedgwick Managed Care Ohio
 Utica National Insurance Group

COPPER PARTNERS

Acuity, a Mutual Insurance Company
 Agency Revolution
 Allstate/Encompass/National General
 American Collectors Insurance
 Applied Systems
 Argosy Risk Specialists
 Auto-Owners Insurance Co.
 Berkley Mid Atlantic Group
 Berkshire Hathaway Guard Insurance Companies
 Berkshire Hathaway Homestate Companies
 Bloss & Dillard, Inc
 Branch Insurance
 BrightFire
 Buckeye Insurance Group

Burns & Wilcox
 Celina Insurance Group
 Cinch Home Services
 The Cincinnati Insurance Companies
 Club Capital
 Commonwealth Insurance
 Conifer Insurance Services
 Cover Desk
 EMC Insurance Companies
 ePayPolicy
 FCCI Insurance Group
 Frankenmuth Insurance
 Grinnell Mutual
 First Choice, A MarshBerry Company

First Choice, A MarshBerry Company
 Hanover Insurance Group, Inc.
 The Hastings Insurance Company
 HawkSoft Client Management System
 Honeycomb Insurance
 Ideal Agriculture
 Independent Mutual Fire Insurance Company
 Indiana Farmers Insurance
 Ironpeak
 J. M. Wilson
 Keystone Agency Partners
 Keystone Insurers Group
 Lancer Insurance Company
 Live Oak Bank
 Loyal Christian Benefit Association (LCBA)
 Markel Insurance Company

Mennonite Mutual Insurance Company
 Mivation
 National American Insurance Company (NAICO)
 Ohio FAIR Plan
 Osgood Bank
 Pennsylvania Lumbermens Mutual
 Selective Insurance
 Seneca Insurance Company
 SIA Ohio
 Swiss Re Corporate Solutions
 USG Insurance Services
 Utica First Insurance Co
 Wayne Insurance Group
 West Bend
 Western Reserve Group
 XS Brokers





WE BELIEVE THAT INSURANCE MATTERS.

That insurance, and the protection and peace of mind it provides, is more important today, than ever before.

That the risks to our personal safety and our livelihoods are just as unpredictable as the rapidly changing world we live in.

We believe the security that insurance provides is the foundation to a prosperous and thriving society.

That the ability to defer risk and loss is fundamental to our economy and our infrastructure.

And that without insurance, society and the lives of Ohioans everywhere would grind to a halt.

And it is our belief in the importance of insurance that drives our belief in the importance of independent agents.

We believe that only independent insurance agents can provide the personal attention, professional guidance and flexibility to work with each individual or business to put the right coverage in place.

We believe it is independent insurance agents who are best capable of providing the peace of mind and protection we believe are essential today.

And that's why we believe in our mission.

And **PROMOTE, PROGRESS AND PROTECT** independent agents who, in turn, best protect us, and our way of life in Ohio.

Ohio Insurance AGENTS

As your strategic partner, we're here to help.



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