



# Strategic Agency Partners

**TOGETHER, WE'RE STRONGER INDIVIDUALLY!**

## **FOR INSURANCE AGENCY OWNERS**

### **WHAT YOU NEED TO ASK BEFORE YOU JOIN AN AGENCY NETWORK, CLUSTER, AGGREGATOR OR GROUP**

#### ***Premium Aggregation***

- How is contingency revenue shared? Is it proportional to your agency's premium?
- How is the group's premium pool managed to protect contingency and the individual agencies?
- Will the network, cluster or aggregator provide you with a personalized aggregation model that shows the group's data as well as your agency's?
- Are overrides or "special deals" shared with participating agencies?

#### ***Markets, Commissions & Fees***

- Which carriers are preferred with the agency network, cluster, aggregator, or group?
- How do affiliated agencies access available markets? Directly?
- How do the commission splits work? Are there various levels?
- Are there premium production requirements for affiliated agencies?
- How does the agency network, cluster, aggregator, or group manage overall production requirements of the participating carriers?
- What are the fees? How are they applied?

#### ***Support & Services***

- Beyond premium aggregation and carrier access, what additional services and support does the network, cluster, aggregator, or group provide to affiliated or member agencies?

#### ***Separating from a Group***

- How difficult is it to leave the agency network, cluster, aggregator, or group once you join?
- Are there penalties or additional fees?
- Do you lose access to carriers?
- Do you lose commissions for a period of time after leaving?

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To learn more about Strategic Agency Partners, you can contact us at  
[info@StrategicAgencyPartners.com](mailto:info@StrategicAgencyPartners.com) or call (609) 923-5280.

You can schedule a 30-minute no obligation discussion right now:  
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