



## HELPING INDEPENDENT AGENTS STAY INDEPENDENT

**A**NE, Agency Network Exchange knows what agencies need to be successful today. We are a network of agents, built by agents. Our Board of Directors and Management Team are industry experts with deep understanding of the marketplace dynamics and trends affecting our member agencies.

The insurance industry is changing faster than most agencies can keep up. Profit margins are shrinking. Carriers are paying less contingency revenue and demanding more production. New technologies and evolving customer expectations are challenging the old ways of doing business. Complacency is limiting business growth. An aging workforce is putting pressure on agencies to find, recruit and keep new talent.

More than ever before, independent agents are finding it harder to own, control and operate their businesses. Our innovative approach adds tremendous value to help our agencies grow, compete and stay independent.

### ANE HELPS AGENTS GROW

ANE pools premiums so members receive more, consistent profit-sharing payments than they could on their own and are protected from low performance years so they can grow their agencies.

ANE provides active, consultative support and a wealth of resources to help members become better business owners, from perpetuation and succession planning to seminars on using social media networks like LinkedIn.

The ANE Peer-to-Peer program brings together like-minded agents of similar

size and background to solve common problems and facilitate change. We also host a Producer Boot Camp conducted by MarshBerry, the No.1 consulting group for insurance agents.

### ANE HELPS AGENTS COMPETE

ANE gives agencies more clout with carriers. Our relationships and influence give ANE members direct access to national and regional carriers to help agents write more business and retain key accounts.

Through an agreement with Vertafore, the leading provider of transformative agency management software, ANE helps member agencies use technology to innovate with online portals and web-based systems that add value and strengthen relationships with clients.

### ANE HELPS AGENTS STAY INDEPENDENT

Many agents worry that they will lose their independence by joining a network. ANE member agents own 100 percent of the agency book and business, and receive 100 percent of policy-level commissions. Our innovative model provides the scale and support our members need to remain truly independent.

More than 50 successful insurance agencies across New Jersey and Pennsylvania have joined ANE to take their agency to the next level without giving up control of their business.

Find out why ANE is the winning solution for insurance agents. Visit [www.ANE-Agents.com](http://www.ANE-Agents.com) to learn more. ■

Insurance Agents & Brokers proudly recognizes ANE, Agency Network Exchange, as one of its Platinum Partners. IA&B Platinum Partners dedicate the highest level of sponsorship to our organization.



AGENCY NETWORK EXCHANGE

## HELPING INDEPENDENT AGENCIES GROW, COMPETE AND STAY INDEPENDENT.

### ANE BENEFITS

- Own 100% of book & business
- Receive 100% of commissions
- Increase profit-sharing revenue
- Direct access to more carriers
- More clout with carriers

### LEADERSHIP TEAM

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