

## NEW AGENCY MEMBERS

### **Blue Ridge Insurance Services**

**Harrisonburg**

**District 6**

Blue Ridge Insurance Services was established in 2006 by Karin Flagle, focused on life and health insurance with a mission to provide dedicated service centered on client and community relationships while remaining true to the core values of integrity, commitment, accountability, and respect. They quickly expanded to add P&C coverages as well. They now provide a variety of individual health insurance, employee benefits, personal insurance, business insurance, and Medicare solutions.

They strive to provide a positive atmosphere for their clients, building relationships based on integrity, respect, and superior product knowledge and service. Their goal is to establish and preserve longstanding, mutually advantageous relationships through proactive, prudent insurance advice. They believe their success depends on the success of their clients, and they are dedicated to developing the appropriate insurance solutions to provide the right coverage at the right price with top-rated insurance carriers.

## NEW ASSOCIATE MEMBERS

### **Kinsale Insurance Company**

**Richmond, Virginia**

Kinsale Insurance Company is an excess and surplus lines carrier specializing in hard-to-place property, casualty, and specialty risks. They target small-to-medium sized accounts and have the flexibility to offer terms for businesses with poor loss histories, high risk venues, and new or high hazard operations. Their products and services are distributed through select surplus lines brokers. They provide a responsive, knowledgeable team of Underwriters, and a dedicated, onsite Claims Department. They are able to write in all fifty states, DC, Puerto Rico, and the U.S. Virgin Islands. They are rated A (Excellent) by A.M. Best Company.

Kinsale Insurance is also an active participant in the non-profit community. Annually they support programs that are important to their employees and the community. They feel being a member of the IIAV will allow them to become more engaged with the Insurance community and build stronger relationships with Virginia agents.

### **Aflac Broker Solutions VA/WV**

**Glen Allen, Virginia**

Aflac is committed to helping their clients' business thrive and grow in uncertain times. They provide comprehensive solutions to help solve benefit challenges through flexible administration services, full-scale enrollment capabilities, Group and Individual products, and Employee Benefits Education and Engagement.

Aflac's business is built on strong relationships with their broker partners to deliver on the promise to be an accessible, accountable and accurate ally that's dedicated to clients' success. They feel being a member will give them greater visibility and allow for networking opportunities and building stronger relationships with Virginia agents.

### **Amwins**

**Charlotte, North Carolina**

Amwins is the nation's largest wholesale excess and surplus lines specialty insurance broker. They specialize in handling difficult to place risks around the world. Their expertise spans 13 industries and 52 underwriting programs coupled with granular analytics they strive to provide the right solutions for your clients, "tackling

today's obstacles, and anticipating tomorrow's challenges, giving you a distinct advantage.” Their products and services are distributed through select brokers. They are rated A (Excellent) by A.M. Best Company.

They feel being a member of the IIAV will allow them to become more engaged with the Insurance community and continue to build strong relationships with Virginia agents as well as give them networking opportunities.