

## **NEW AGENCY MEMBERS**

### **Fellows Insurance Group**

**Leesburg**

**District 6**

Jeff Schalk is a Founding Partner at Fellows Insurance Group, LLC. Their goal is to offer the premier independent Insurance agency experience in Northern Virginia. They focus on delivering the right solutions with the right coverage at the right price for their commercial, and personal clients. They work with their clients to understand that just because you have a policy does not mean you are properly protected! As a founding partner, Jeff is responsible for overseeing the team that is working to provide the level of service and responsiveness that clients deserve.

### **Dorado Insurance Services**

**Fairfax**

**District 5**

Mario Dorado has been an insurance agent for over 15 years. He started out as a life and health agent with New York Life. He started his own agency and branched out to property and casualty in 2014. His goal is to offer sound advice and protection for all of his clients' needs. Mario works with his clients to ensure they are properly protected through a comprehensive protection plan. He feels being a member of the IIAV will provide him with resources that will help his agency grow and be more effective.

### **SaraCarol Insurance, LLC**

**Newport News**

**District 1**

Curtis Reed has been an life and health agent for three years and has decided that he needs to expand out to the property and casualty side as well. His goal is to offer complete protection for all of his clients' needs. He is currently looking to add P&C carriers that he can represent. He feels being a member of the IIAV can provide him resources to get his P&C operation running, meet his training needs, give him networking opportunities as well as provide branding and name recognition.

### **Virginia Manufacturers Association**

**Richmond**

**District 3**

The Virginia Manufacturers Association strives to develop constructive policies and activities on behalf of the manufacturing industry by serving as a strong advocate, bringing awareness and understanding to legislators regarding the issues facing manufacturing. The VMA serves as its members' primary resource for consultative services and programs which they need to remain highly competitive, and efficient organizations. The goal of their insurance operation is to provide uncommon flexibility and creativity in designing affordable, custom-tailored, and competitive insurance programs for their members by partnering with various Brokers. Their goal is to offer complete protection for their members.

They feel being a member of the IIAV will enhance their connections on the legislative side, provide them with networking opportunities and insurance educational and training resources as well as other resources as they expand. They also feel it will help enhance their branding and name recognition.

## **The O'Brien Agency**

## **North Chesterfield**

## **District 3**

John O'Brien has been working as a producer at the Horsley Taylor agency for several years and has now purchased the agency. His goals are to give his clients expert advice and provide coverages designed to meet their individual needs at the best price possible.

Since Horsley Taylor has been a long-time member (21+ years) John recognized the value of being a part of the IIAV. He wanted to continue being a member for name recognition and for his E&O coverage through the association.

## **NEW ASSOCIATE MEMBERS**

### **Chubb**

### **Washington, DC**

This one almost does not need an introduction! Chubb is the world's largest publicly traded P&C insurance company and a leading commercial lines insurer in the U.S. They provide commercial and personal property and casualty insurance, personal accident and supplemental health insurance, reinsurance, and life insurance to a diverse group of clients. Chubb is defined by its extensive product and service offerings, broad distribution capabilities, exceptional financial strength, and local operations. The company serves multinational corporations, mid-size and small businesses with property and casualty insurance and risk engineering services; affluent and high net worth individuals with substantial assets to protect; individuals purchasing life, personal accident, supplemental health, homeowners, automobile, and specialty personal insurance coverage. They utilize a high touch loss control model to excel in client satisfaction. They were a member of the association until 2018 when their membership lapsed due to internal reorganization. They are excited to become re-engaged with the association and participate in our various events.

### **Frederick Mutual Insurance Company**

### **Frederick, MD**

Frederick Mutual is the ninth oldest insurance Company in the United States. They have been serving policyholders in Maryland since 1843. Their mission is to provide policyholders peace of mind in their most trying times. From their beginning in Maryland they have grown to offer insurance services in Pennsylvania, Virginia, Delaware, D.C., and North Carolina. Their goal is to work with top agents across the Mid-Atlantic region to provide products that keep their policyholders' home, business and communities safe.

They provide competitive coverage for small businesses and homeowners strictly through the independent agency system and are looking to expand their agency plant in Virginia. They provide a responsive, knowledgeable team of Underwriters, including Executive Underwriters that work directly with agents at their offices to bind business faster. They also have a dedicated, onsite Claims Department.

They feel being a member of the IIAV will allow them to become more engaged and knowledgeable with and build relationships with Virginia agents.

### **Synchrono Group Inc. dba Synchronosure**

### **Raleigh, NC**

Synchrono Group Inc. d/b/a SynchronoSure, is a state-of-the-art, digital underwriting and professional services business, built to leverage the integration of technology and insurance through proprietary artificial intelligence and predictive analytics capabilities, combined with expertise in the insurance and reinsurance industries. Their mission is to efficiently, effectively and almost effortlessly provide insurance solutions to meet the P&C and Workers Compensation needs of the gig economy, other emerging industries and small businesses. They prefer small businesses and startups, and offer a variety of coverages.

Headquartered in Raleigh NC, SynchronoSure technology, and highly experienced insurance professionals, allows them to underwrite risks in seconds and minutes rather than hours and days. Minimizing the time it takes for an account to be submitted, approved and receive a policy (upon payment of premium). Unlike some insurtech companies, SynchronoSure distributes solely through the agent and broker marketplace, with a preference for Big I agency members. They offer a higher commission to Big I members in VA than what is provided to open market agents (12.5% on new business, 10% on renewal) for all of their product lines including workers compensation. As an additional benefit to their customers, they offer policyholders free access to on-demand HR resources, legal background information, ergonomic resources, and safety training videos. SynchronoSure represents A- (or better) rated insurers.

The company's product offerings currently include:

GigBOP - Geared for Gig Economy risks including home based businesses and businesses which are small commercial tenants, with up to 25 employees

Trucker General Liability - Geared for small trucking companies with up to 25 power units

Workers Compensation - Maximum manual premium of \$35,000

Excess Liability / Umbrella - Coverage to be excess liability or umbrella (in certain situations)