

## Associate

### Bond Exchange

### Charlotte, NC

Based in Charlotte, North Carolina, Bond Exchange is the technology leader in the surety industry, servicing thousands of insurance agents across the U.S. They are licensed in all 50 US states and write all types of surety bonds for all customer profiles. They provide the best platform and services for insurance agents to effectively and efficiently place surety products for their customers, allowing agents to allocate resources to other core lines of business.

As the industry's premier surety bond platform, they have made it their mission to empower agents with the technology needed to make surety profitable. With Bond Exchange, agents can instantly quote and issue bonds (including hard-to-place risks like contract and SBA bonds), manage all pending quotes and renewals, and instantly endorse bonds online. Plus, they actively work to promote your agency through their proprietary tools. With access to over 30 markets, you can rest assured that they can provide your customers with the best options.

They offer an in-house financing program which provides agents with an interest-free installment option with the quote. They also offer competitive commissions and pay a rate of 20% on standard market surety bonds and 10% for non-standard surety bonds. Agents can also seamlessly add broker fees to quotes, increasing total compensation. Their underwriters are available from 7 a.m. to 7 p.m. ET.

They feel being a member of the IIAV will allow them to become more engaged with the Virginia Insurance community and help them build on their branding, and name recognition as well as build a strong relationship with the Virginia insurance industry. They have also joined as a Bronze Partner and will be at the convention as an exhibitor.

### Boston Insurance Brokerage

### Boston, MA

Boston Insurance Brokerage is a premier national wholesale brokerage offering market access and commercial insurance solutions for hard-to-place risks. With a production base of hundreds of producers and business nationwide, their well-established and extensive list of carriers offers a large scope of program choices to satisfy clients' needs. By bringing you experience, strong relationships and superior service, Boston Insurance Brokerage is your wholesale brokerage solution. Because the Boston group brings together a huge range of skills, they are confident they can give everyone access to the markets they need.

With relationships in over 80 insurance markets, Boston Insurance Brokerage can find coverage for almost any hard-to-place risk. However, their specialty groups are broken down into five key practice areas populated by experienced brokerage professionals: Property-Casualty and Environmental, Healthcare & Professional Liability, Executive Liability & Cyber, Workers Compensation, and High Value Personal Lines.

They feel being a member of the IIAV will allow them to become more engaged with the Virginia Insurance marketplace and help them build on their branding, and name recognition as well as build a strong relationship with the Virginia insurance industry.

## Associate (continued)

### Branch Insurance

### Columbus, OH

Branch Insurance is a full-stack insurance company that uses data, technology and automation to make bundling home and auto insurance easier and more affordable for everyone. With Home, Auto, Condo, Umbrella, Renter's, Motorcycle, Boat, and ATV coverages available, Branch makes it simpler than ever for clients to get the great coverage with the savings they deserve.

Branch was built to bundle. Through their instant-bind process, Branch can get you customized bundled coverage. Their mission is to restore insurance to its original intent - a force for communal good. They believe it is "Getting back to getting each other's back."

They feel being a member of the IIAV will allow them to become more engaged with the Virginia Insurance marketplace and help them build on their branding, and name recognition as well as build a strong relationship with the Virginia insurance industry. They are joining as a Silver Partner and will be an exhibitor at our convention.

## Agency

### Access Financial & Insurance Services

### Woodbridge, VA

Access Financial is located in Woodbridge, VA where Edith has been working with multiple insurance companies for Medigap (Supplement), Medicare Advantage, Part D Drug, LTC and more since 2011. She is now expanding to handle P&C as well. Her goal is to help her clients understand and compare coverage by educating them on the various products. She provides an assessment of insurance needs with choices of which packages best fit their needs.

As an independent agent, she is dedicated to customer service and prides herself on knowing her clients. She feels becoming a member of the Virginia association will give her access to the various benefits we offer as well as great networking opportunities.

### Kolstad Insurance Services

### Jacksonville, NC

Rich is a veteran and established his agency in 2017 in Jacksonville, North Carolina. He has a well-trained staff that is highly committed to providing better insurance solutions with the most personalized service possible!

His goal is to help his clients understand and compare coverage by educating them and providing an assessment of their needs with choices that best fit their needs. He is dedicated to customer service and prides himself on creating lasting relationships with his clients.

He is currently a member of the IIA of NC and feels becoming a member of the Virginia association will give him access to additional benefits we offer as well as great networking opportunities.