

Associates

JM Wilson Corp

Portage, MI

JM Wilson is a third generation, family-owned Managing General Agency and Surplus line broker founded in 1920. They provide independent insurance agents access the “A” rated carriers for commercial transportation, Property & Casualty, Brokerage, Marine, Personal Lines and Surety. They know insurance agents have choices and it's their goal to establish relationships and provide the best possible experience for agents with unmatched service, expertise, and resources to place business in the E&S marketplace. Their goal is to provide fast, personalized service to establish and maintain long-term relationships with agents and their clients.

They are looking to expanded in VA and look forward to getting to know the members of the IIAV and to become engaged in the state. They feel being a member of the IIAV will help enhance their branding and name recognition. They are also participating in the Partner Program for 2022 at the Bronze Level.

Network Technologies + Support

Midlothian, VA

Established in 1997, Networking Technologies + Support (NTS) has been providing industry-leading IT services across the region. With headquarters in Midlothian, VA and services spanning across North Carolina and Washington D.C., their team of security-minded experts exist to protect your business and its crucial data from any threats — regardless of the size.

Today's tech environment is ever evolving which means malicious hackers are refining their techniques to exploit even the smallest of vulnerabilities in your digital network. With 150 years of combined experience in cybersecurity, they proactively partner with you to mitigate any security risks in your environment through proven tactics. Process-driven and solutions-focused, their team of engineers will protect your investments so you can remain focused on the success of your business.

Your organization will be protected through:

- **Tailored approaches** specific to your unique needs.
- **Expert analyses** of your specific technology requirements to personalize your security.
- **Proactive monitoring** of your environment to address any security concerns before they become problems.

NTS's goal is to be a one-stop solution that provides their clients with a partner that delivers the broadest protection possible. Their team is devoted to providing clients with unmatched service, expertise, and resources.

They feel being a member of the IIAV will allow them to become more engaged with the Insurance community in Virginia and help them create branding, name recognition as well as build strong relationships with the Virginia insurance industry and utilize the various resources the IIAV has to offer.

New England Excess Exchange

Barre, VT

New England Excess Exchange (NEEE) is a premier independent Wholesale Broker and Managing General Agency (MGA) serving independent insurance agents throughout VT, NH, ME, MA, CT, RI, NY, NJ, PA, MD, OH, DE, D.C., VA and NC. For more than 41 years they have been a committed partner dedicated to building their agency relations.

Their team is devoted to providing agents with unmatched service, expertise, and resources. They thoroughly research the carriers and specialty niche products offered to agents so they can meet their customers' needs. NEEE's goal is to provide fast, personalized service to establish and maintain long-term relationships with agents and their clients.

NEEE offers an extensive selection of insurance products in all commercial and personal lines of business, including but not limited to Commercial General Liability, Property, Excess and Umbrella, Professional Liability, Inland Marine, Garage, Private Flood, Homeowners, Dwellings and much more.

They are looking to expand in Va and welcome new agents to connect with them on their website at <https://neee.com> or request a quote by emailing submissions@neee.com.

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