



PIPELINE

This Agency Management Newsletter is packed with great information and is provided by the Big "I" E&O program as a member benefit.

Check out the September issue!

KEEPING YOUR AGENCY VIBRANT AND PERTINENT IN A CHANGING INSURANCE ENVIRONMENT

CHANGE is the only thing we can guarantee will occur - if you don't change with the times, you become obsolete. This goes for our business lives as well as our personal lives. Here's how to MANAGE change instead of just bitching and reacting to it...

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THE RELATIONSHIP BETWEEN AGENCY VALUE AND PRICE

The VALUE of an agency reflects the reality of free cashflow available under the conditions of the person creating the value. PRICE can be more or less than value – here's how to determine how it applies to your agency. Read more [here](#).

SHEPHERDING CLAIMS

If you want to survive as a servicing agency, you must buck the tide and become claims shepherds to your customers...

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STRATEGIC PLANNING – NOW IS THE TIME TO START

Do you know where you're going next year – or five years from now? Would you like to know definitively? Here's the way to finally self-direct your future in business and in personal life...

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