



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 August issue!

THE GOLD BENEATH YOUR FEET

It's not the price, it's the personality of the insurance pro that makes the difference...

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SO, YOU THINK YOU ARE IN THE INSURANCE BUSINESS?

IN REALITY YOU OPERATE A BUSINESS WHO'S PRIMARY PRODUCT HAPPENS TO BE INSURANCE PROTECTIVE DEVICES

Accountability is not just another six-syllable word – it's the key to maintaining your career (and your sanity)... [Read more here.](#)

YOU CAN'T GROW AN AGENCY WITHOUT GROWING YOUR CUSTOMER BASE

Wishing for growth or acquisitions won't make them happen. Here's the formula if you want to grow your agency's customer base...

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WHY VALUE YOUR AGENCY?

We've never been busier with valuations – more agents are realizing the importance of knowing how much your agency is worth – to you, to your successors or on the open market...

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