



AGENCY CONSULTING GROUP
Consultants to the Insurance Agency Industry

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 July issue!

EBITDA AND OTHER VALUATION VOODOO

Everyone wants to short-cut the valuation process in order to identify their agency's value. Here's why the shortcuts of multiples is truly a dangerous road that often leads to under- and over-valuation of businesses...

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SUCCESSION AND PERPETUATION FROM A VERY DIFFERENT PERSPECTIVE

Who says that cashing out the value of your agency is the same as retiring? It can be, but not necessarily.... Read more [here](#)

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HOW ARE CONTINGENCIES TREATED IN THE TRANSITION OF AGENCY OWNERSHIP IN THE FIRST YEAR?

Should you factor contingencies into a purchase or sale of an agency book of business?

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WHY GEOGRAPHIC NON-COMPETE AGREEMENTS DON'T WORK

Geographic Non-Competes fail most of the time they are challenged. Here's

why and how to solve the problem. This is a reprint of an article we published a few years ago. The court decisions are heating up throughout the U.S. on this subject and we feel it is well-worth re-publishing and influencing agencies to re-read their own Non-Compete or Non-Solicitation and Non-Piracy clauses.

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