

Insurance

BUSINESS

A M E R I C A

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FIVE-STAR



MGAs

Producers gave us the scoop on what they're looking for in an MGA - and which MGAs are meeting their expectations



THE BUSINESS OF AGRICULTURE

What coverages do farmers need that brokers might be missing?

AN INDUSTRY IN CRISIS

How uncertainty in the oil & gas industry is affecting producers in the sector

THE LATEST CYBER SHOCK

The importance of cyber insurance in the wake of the Panama Papers

COVER STORY: FIVE-STAR MGAs

WHICH MGAs EARNED FIVE-STAR RATINGS?

COMPANY NAME	MGA REPUTATION	PRICING	RANGE OF CARRIERS	UNDERWRITING RESPONSIVENESS/TURNAROUND TIME	CLAIM RESPONSIVENESS/TURNAROUND TIME	AUTOMATION	MARKETING SUPPORT	MGA	PROGRAM MANAGER	WHOLESALE BROKER
Johnson & Johnson, Inc.	●	●	●	●	●	●	●	●		
Midwestern Insurance Alliance	●	●	●	●	●	●	●	●		
Monarch E&S Insurance Services	●	●		●	●	●	●	●		

FIVE-STAR MGA REGIONS & SPECIALTIES

COMPANY NAME	MGA	PROGRAM MANAGER	WHOLESALE BROKER AND/OR UNDERWRITING MANAGER	NORTHEAST	SOUTHEAST	MIDWEST	SOUTH	WEST	TOP SPECIALTIES
Johnson & Johnson, Inc.	●			●	●		●		Coastal commercial property coverage, construction, professional liability, commercial transportation, manufacturing
Midwestern Insurance Alliance	●			●	●	●	●	●	Workers' comp (national, trucking businesses, wood products, consumer recycling)
Monarch E&S Insurance Services	●							●	Contractors, vacant buildings, builder's risk, large property schedules, LRO

ALL-STAR MGAs

These seven MGAs got top marks from producers across the board, earning a five-star rating in every category.

- ★ Appalachian Underwriters, Inc.
- ★ Arlington/Roe & Co.
- ★ Atlantic Specialty Lines
- ★ Johnson & Johnson, Inc.
- ★ **Midwestern Insurance Alliance**
- ★ Risk Placement Services
- ★ Worldwide Facilities, LLC

UNDERWRITING RESPONSIVENESS/TURNAROUND TIME

FIVE-STAR MGAs

- ★ Hull & Company, Inc.
- ★ Johnson & Johnson, Inc.
- ★ **Midwestern Insurance Alliance**
- ★ Monarch E&S Insurance Services
- ★ NIF Group

PREMIUM PRICING

FIVE-STAR MGAs

- ★ Hull & Company, Inc.
- ★ Johnson & Johnson, Inc.
- ★ **Midwestern Insurance Alliance**
- ★ Monarch E&S Insurance Services
- ★ NIF Group

RANGE OF CARRIERS

FIVE-STAR MGAs

- ★ Genesee General
- ★ Johnson & Johnson, Inc.
- ★ **Midwestern Insurance Alliance**
- ★ NSM Insurance Group
- ★ RIC Insurance General Agency, Inc.

CLAIM RESPONSIVENESS/TURNAROUND TIME

FIVE-STAR MGAs

- ★ J.M. Wilson Corp.
- ★ Johnson & Johnson, Inc.
- ★ **Midwestern Insurance Alliance**
- ★ Monarch E&S Insurance Services
- ★ NSM Insurance Group

MGA REPUTATION

FIVE-STAR MGAs

- ★ J.M. Wilson Corp.
- ★ Johnson & Johnson, Inc.
- ★ **Midwestern Insurance Alliance**
- ★ Monarch E&S Insurance Services
- ★ NIF Group

AUTOMATION

FIVE-STAR MGAs

- ★ J.M. Wilson Corp.
- ★ Johnson & Johnson, Inc.
- ★ **Midwestern Insurance Alliance**
- ★ Monarch E&S Insurance Services
- ★ NIF Group

MARKETING SUPPORT

FIVE-STAR MGAs

- ★ Hull & Company, Inc.
- ★ Johnson & Johnson, Inc.
- ★ **Midwestern Insurance Alliance**
- ★ Monarch E&S Insurance Services
- ★ RIC Insurance General Agency, Inc.