

2016

Annual Report



A Letter to Assurex Global Partners

Dear Partners:

Reflecting upon **2016** two words come to mind - engagement and execution.

In 2016, every Partner firm received a detailed **engagement report** that outlined the firm's involvement with our various offerings and Partner-driven initiatives. The objective was twofold: one, to make sure your firm was fully aware of the breadth and depth of our offerings; two, for us to better understand your challenges and opportunities and see where we can best support your business.

The engagement process is a discipline that we will advance further in 2017. Engagement is built upon the assumption that 109 firms are stronger together when committed to each other and collaboration. This discipline serves as the foundation for Assurex Global, and this mindset has served the Partnership well for 62 years.

The linkage between engagement and execution is reinforced by the many **boards and committees** that establish direction and execution across Assurex Global. To recognize these efforts, pages four through six of this letter list the leadership groups that were actively involved in 2016. In addition to these groups, we are grateful to the many people that were involved in agenda committees, task forces and study groups.

Our strategic vision starts with the Assurex Global Board of Directors. I would like to thank the board members for their time and dedication. Also, I want to acknowledge our new chairman, Matt Donnelly, managing director for Griffiths & Armour (United Kingdom). We thank Matt for his service, especially given the unexpected early departure of our last chairman, Charlie Rosson. We are grateful for Charlie's past service to the board. Additionally, a special thank you to our regional chairs: Gautam Boda (APAC), Jørn Gisvold (EMEA), Pablo Lorant (LAC) and Andy Sloan (NA).

Before looking forward, I would like to share a few accomplishments from 2016. These highlights are only a small sample, and none of these accomplishments would have been possible without the involvement of your firms.

- **36 meetings and events** including the Global Conference, regional conferences, department meetings, study groups and practice groups. There were nearly 1,000 attendees across these meetings and we attained just over a 4.5 (out of 5) combined rating for both meeting content and facilities.
- The **EMEA region** kept its focus on business development and the collaboration amongst the EMEA Partners has never been stronger. The **APAC region** prospered by working closely together in the execution of carrier-sponsored products and in the execution of regional initiatives. The **LAC region** is focused on identifying its strategic direction and we look forward to supporting the vision that they establish.
- The **North America region** became stronger through the growth of practice groups, which will be a focus again in 2017. A few Partners launched product offerings last year, most notably the GlobalMobile International Student Health Program by Haylor, Freyer & Coon (Syracuse, New York). Other Partner-developed programs can be found on Community.
- In 2016, we built upon our **Branding and Marketing** initiative with the development of 14 white papers and content pieces for your firms to deploy in business development and social media endeavors. We also created new Assurex Global videos that showcase how our Partners work together to help clients. These videos are available for download on Community.
- **PAR, Ltd. (E&O Plus)** kicked off its 30th anniversary in November 2016. We added five new insureds in 2016 and PAR, Ltd. was admitted into the Bermuda Captive Hall of Fame. The longstanding success of PAR, Ltd. is a tribute to its strong board of directors. In addition, we now have an excess product that is available to both PAR and non-PAR insureds in the U.S.

- Five **new Partners** joined Assurex Global in 2016:
 - Cassidy's Associated Insurers Guam
 - Christiansen Insurance Group Puerto Rico
 - Henderson Brothers, Inc. Pittsburgh, Pennsylvania
 - Ross & Yerger Insurance Jackson, Mississippi
 - York International Agency Harrison, New York

There were many more accomplishments and highlights from 2016, and these were communicated in our monthly *Compass* e-newsletters and on Community. I encourage you to read **Compass** every month so your firm does not miss out on any of the opportunities or announcements.

Looking ahead to **2017 and beyond**, what can you expect?

- We will continue to offer opportunities for you to meet peer-to-peer at our dozens of meetings. This is where the relationships and collaboration amongst our firms occurs the most. We look forward to your firm's participation. Within Community, you can find the full list of 2017 Assurex Global meetings.
- We will build upon the directives established and set by the regional steering committees. Look for more detail from the regional board leaders throughout 2017.
- We have launched a new Partner Technology Solutions initiative. This will bring a disciplined approach to how we evaluate the Partner-centric technology solutions that are being introduced in the industry at a rapid pace. This effort is initially being launched in the North America region, but will soon be expanded globally. In addition, later this year you will finally see an upgraded Passport system with significant user and technological enhancements.
- Our Community website will remain the information hub for Assurex Global. Over the course of the year, the functionality, look and feel of Community will be improved. Our goal is to make it easy for you and your employees to find the information that you need, when you need it.

We are excited to add Sanyuu (São Paulo, Brazil) as our newest Assurex Global Partner as of March 2017. Additionally, Aegis (Saigon, Vietnam) will move from correspondent status to full Partner in April 2017.

On behalf of management and the Assurex Global Board of Directors, thank you for your support and engagement. We look forward to seeing you 24-26 October in Sydney, Australia, for our Global Conference.

Thank You,



Jim Hackbarth
President & CEO

Assurex Global Board of Directors



Chairman

Matt Donnelly
Managing Director
Griffiths & Armour
Liverpool, United Kingdom



President & CEO

Jim Hackbarth
Assurex Global
Columbus, Ohio, USA

Asia/Pacific



Gautam Boda*

Vice Chairman/Managing Director
J.B. Boda & Company Pvt. Ltd.
Mumbai, India



Tienmann "T.C." Chau

Chief Operating Officer
Ximco Corporation
Shanghai, China

Europe/Middle East/Africa



Jørn Gisvold*

Managing Director
Norwegian Broker AS
Oslo, Norway



Stefan Nill

CEO & Managing Partner
Leue & Nill GmbH & Co.
Dortmund, Germany



Pablo Lorant*

Chief International Officer
LorantMMS, Seguros y Fianzas
Mexico City, Mexico

North America



Anderson Baker

President
Gillis, Ellis & Baker, Inc.
New Orleans, Louisiana, USA



Bob Cawley

President
RCM&D
Baltimore, Maryland, USA



Chris Duble

CEO
Fred C. Church, Inc.
Lowell, Massachusetts, USA



Glenn Horton

Chairman and CEO
The Horton Group, Inc.
Chicago, Illinois, USA



Tom Hughston

CEO
RHSB
Dallas, Texas, USA



Jim Kapnick

President
Kapnick Insurance Group
Detroit, Michigan, USA



Bob Klonk

CEO
Oswald Companies
Cleveland, Ohio, USA



Andy Sloan*

Partner
The Magnes Group, Inc.
Toronto, Ontario, Canada



Kurt Watson

President & COO
The IMA Financial Group, Inc.
Wichita, Kansas, USA

*Regional Chairman

Board & Committee Participation

AUDIT COMMITTEE

Andre Arntzen	Norwegian Broker
Grant Cameron	Trafalgar International
Stavros Costarangos	Padeco Seguros
Stuart Ferguson	The Underwriters Group
Grantland Rice, III	Cobbs Allen
Andy Sloan	The Magnes Group

FINANCE COMMITTEE

Enrique Acevedo	Correcol
David Becker	Cottingham & Butler
“T.C.” Chau	Ximco Corporation
Matt Donnelly	Griffiths & Armour
Greg McKinley	Cragin & Pike
Andy Sloan	The Magnes Group
Kurt Watson	The IMA Financial Group
Kurt Wicki	IBC Insurance

PAR, LTD. BOARD OF DIRECTORS

Richard Blades	Wortham Insurance
Albert Counselman	RCM&D
Ken Crerar	CIAB
Simon Everett	Freisenbruch-Meyer
Bruce Ferguson, Sr.	The Underwriters Group
Jim Hackbarth	Assurex Global
Michael Jones	Limerston House
Stanley Loar	Woodruff-Sawyer & Co.
John Pontin	Allianz
Paul Schiavone	Allianz

ADC BOARD OF DIRECTORS/REPRESENTATIVES

Jonathan Bennett	The Hartford*
Jim Hackbarth	Assurex Global
Glenn Horton	The Horton Group
Benjamin Kahn	Unum*
Greg McKinley	Cragin & Pike
Harold Morrison	Chubb*
John Nealon	Travelers*
Timothy Szerlong	CNA*
Ron Wanglin	Bolton & Company

*Carrier Investors

AGP BOARD OF MANAGERS

Jim Hackbarth	Assurex Global
Bill Kable	RCM&D
Mike Ross	INSURICA
Chuck Shoemaker	Woodruff-Sawyer & Co.

Board & Committee Participation

APAC STEERING COMMITTEE

Gautam Boda	J.B. Boda & Company
Grant Cameron	Trafalgar International
“T.C.” Chau	Ximco Corporation
Raymond Chow	CM Houlder Insurance
Andrew Gotuaco	Gotuaco, del Rosario
Simon Wallington	Cornes & Company

EMEA STEERING COMMITTEE

Gero Chiavari	Ribé Salat Broker
Karla Delgado	Henner
Jørn Gisvold	Norwegian Broker
Enrico Guarnerio	Strategica Group
Nicole Schroer	Leue & Nill
Bjorn Thorstrand	Söderberg & Partners
Natalia Zaborovska	MAI Central Eastern Europe

PRIVATE CLIENT STEERING COMMITTEE

Ron Assise	The Horton Group
Don Batchelor	Lipscomb & Pitts Insurance
Kim Lucarelli	Oswald Companies
Shannon Price	Pritchard & Jerden, Inc.
Jim Tolliver	The IMA Financial Group

NA REGIONAL STEERING COMMITTEE

Jim Bailey	Pritchard & Jerden
Bill Brancovsky	Oswald Companies
Jim Chesemore	Parker, Smith & Feek
Beth Essey	Henderson Brothers
Kristy Furrer	Woodruff-Sawyer & Co.
Jeff Haney	ECM Solutions
Tom Hughston	RHSB
Cooper Jones	The Crichton Group
Robert Kestenbaum	York International Agency
Greg LaMair	LMC Insurance
Greg McKinley	Cragin & Pike
William Moreton	Moreton & Company
Mike Morey	Bolton & Company
Douglas Morrow	Excel Insurance Group
Andy Sloan	The Magnes Group
Sarah Walsh	PayneWest Insurance
Hal Wells	Wells Insurance

TECHNOLOGY SOLUTIONS STEERING COMMITTEE

Brian Comerford	The IMA Financial Group
Kevin Crow	Kapnick Insurance Group
Ryan Deeds	The Crichton Group
Mike Morey	Bolton & Company
Jennifer Morrissey	Oswald Companies
Zac Overbay	Woodruff-Sawyer & Co.
Mark Socoloski	RCM&D



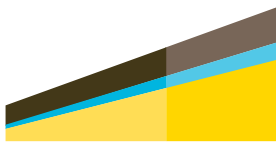
100+ Partner Firms



**600+
Partner Offices**



Six Continents



**\$28 Billion
USD in Annual
Premium Volume**



**Top 5 in Total
Brokerage
Revenue**



**Largest Independent
Brokerage Revenue**



175 South 3rd Street, Suite 800
Columbus, Ohio 43215 USA
+1 800-ASSUREX
assurexglobal.com