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March 8, 2022

Presenting the Reagan Summit

To our friends and clients,

On May 1 – May 3, 2022, Reagan will host its first in-person event since May of 2019. We are pleased to bring back the Reagan Summit, sponsored by the CIAB and formerly known as the Agency Ownership Summit, after the COVID shutdowns made large gatherings nearly impossible. During these few days in May, over 200 leading insurance brokerage executives from around the country will meet in Atlanta to discuss the most pressing issues currently facing the brokerage space.

Despite the ongoing pandemic, 2021 was a record-breaking year for the insurance industry. With organic growth rates at all-time highs of 8.8% for private brokers, EBITDA margins at new records of 22.6% for private brokers, and M&A transactions up more than 30% since 2021 with over 950 announced deals, the industry by all measures seems to be booming. But amidst all this activity, a radical transformation is occurring with a continued push for consolidation and scale. What does the future hold?

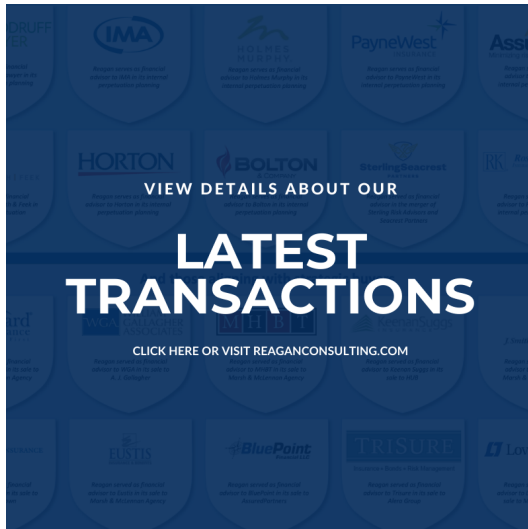
This is precisely what the Reagan Summit seeks to explore and address. Reagan Consulting will lead presentations covering industry trends and best practices, emerging perpetuation strategies, building effective specialization, the post-COVID agency, and even future predictions. An impressive lineup of speakers including agency CEOs, noted government leaders, and celebrated economists will also take the stage, diving into topics such as, “Private vs Public: The Future of Capital Structures,” the political landscape, economic trends, and the impact of technology.

With these swift changes across all sectors of the industry, it is important for leaders to pause and reflect on what has worked and what hasn't in the intervening years. The Reagan Summit offers agents and brokers the opportunity to connect, gain valuable industry

This event is designed specifically for top-performing insurance agents and brokers. Space is limited, and due to the high demand, only two leaders per firm can attend. Should you wish to know more about the Reagan Summit or register, please contact Webb Milward at webb@reaganconsulting.com.

REAGAN SUMMIT

TOP LEADERS. TOP FIRMS. TOP ISSUES.



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