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How are buyers responding to the economic uncertainty and are they standing by the commitments they've made?

To our friends and clients,

Over the past few weeks, as the Coronavirus pandemic has hit the U.S. economy, Reagan has been inundated with questions from our agent/broker clients and friends as well as industry investors looking for real-time intel. The most frequent question is: How are buyers responding to the economic uncertainty and are they standing by the commitments they've made? We are happy to report that for deals under a letter of intent, many buyers are staying the course and following through on their commitments.

Yesterday was the biggest example yet of buyer follow-through. We'd like to congratulate our friends at [Assurance Agency](#) in Chicago on tying the knot with Marsh & McLennan Agency, a deal that was announced yesterday.

Led by CEO Tony Chimino, Assurance is one of the industry's greatest growth stories. In fact, over the past 20 years Assurance has grown at an average

& development, and enhancing client retention by creatively serving clients' needs.

Marsh & McLennan Agency has waited patiently for the right partner to emerge in the highly strategic Chicago marketplace. MMA's CEO Dave Eslick commented, "Assurance is a highly respected firm, recognized for their commitment to providing measurable value to clients – and its acquisition represents a significant enhancement of our capabilities in the region."

Tony Chimino added "By joining MMA, we have the opportunity to provide innovative resources and solutions for our clients, as well as new growth opportunities for our colleagues. Equally important, MMA shares our passion for building and maintaining an award-winning workplace culture. My team is excited to play a role in the ongoing growth of this dynamic national firm."

Reagan has had the privilege of being a trusted advisor to Assurance for the past 20 years and served as Assurance's financial advisor for this transaction.



Kevin Stipe

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