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Record Organic Growth on the Horizon?

Extraordinary broker performance is becoming the new ordinary. On July 22, [Marsh McLennan](#) (“MMC”) reported its best quarterly organic growth result in the last two decades, growing by 13% in the second quarter. Prior to growing at 7% in the first quarter, MMC had posted quarterly organic growth rates of 4 - 5% for ten consecutive quarters.

Yesterday, [Brown & Brown](#) followed MMC’s lead when it reported second quarter organic growth of 14.7%. Second quarter performance followed a significantly above-average result of 9.8% in the first quarter. Given early public broker returns, we very well may see historic results from other public brokers in the coming weeks.

Preliminary second quarter pricing analysis suggests accelerated broker organic growth results are occurring in a hard market that may be losing some intensity. While [Marsh’s Global Insurance Market Index](#) reported global commercial insurance price increases for the fifteenth consecutive quarter, the 15% increase was the lowest growth rate in the last five quarters, down from 22% in Q4 2020 and 18% in Q1 2021. Further detail on second quarter pricing will be released in The Council of Insurance Agents and Brokers’ *P/C Market Survey* in the coming weeks.

How are privately-held broker results tracking relative to public brokers? Reagan Consulting is currently collecting data for our Q2 2021 [Growth & Profitability Survey \(GPS\)](#), which provides a quick snapshot of agency performance on key benchmarks like organic growth, EBITDA margins, and sales velocity. With nearly 200 participants, this survey offers valuable real-time brokerage insights. Preliminary second quarter results show a median organic

Will broker organic growth reach unprecedented levels? We'll find out late next week upon the release of the GPS.

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