

# IIAV 2025 PRODUCT BOARD

Brought to you by:



THE  
MAIN  
STREET  
AMERICA  
GROUP



NORMANDY  
INSURANCE COMPANY

encova  
INSURANCE

# Product Board - A



## **AGENCY MANAGEMENT SYSTEMS:**

- Applied Systems
- IHC Specialty Benefits
- Leavitt Group
- ePayPolicy

## **APARTMENT PROPERTY MANAGERS:**

- Acuity Insurance
- Aspera Insurance Services, Inc
- Jackson Sumner & Associates
- J.M. Wilson
- New England Excess Exchange, Ltd.
- Normandy Insurance Company
- Rockwood
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc.

## **AGENCY PERPETUATION:**

- IHC Specialty Benefits
- Leavitt Group
- Moberg Group
- Watney Insights Network Inc.
- LLIED MEDICAL:
- Aspera Insurance Services, Inc
- Jackson Sumner & Associates
- J.M. Wilson
- New England Excess Exchange, Ltd.
- Risk Placement Services
- RT Specialty

## **ASSESSMENTS**

- Engagement/Stress/Behaviors/  
Motivators:
- Watney Insights Network, Inc.

## **AMUSEMENT PARK OR EXHIBITION/OPERATION:**

- Aspera Insurance Services, Inc
- Jackson Sumner & Associates
- J.M. Wilson
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure

## **AUTO:**

- Acuity Insurance
- Donegal Insurance Group
- Haulers Insurance Company, Inc.
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- Penn National
- Philadelphia Insurance Companies
- MMG Insurance
- Normandy Insurance Company
- Northern Neck Insurance Company
- Risk Placement Services
- The Hanover Insurance Group

# Product Board - A



## **AUTO DEALERS:**

- Aspera Insurance Services, Inc
- Donegal Insurance Group
- Haulers Insurance Company, Inc.
- Jackson Sumner & Associates
- J.M. Wilson
- Normandy Insurance Company
- Penn National
- Risk Placement **Services**

## **AUTO SERVICE and/or BODY REPAIR**

- Acuity Insurance
- Aspera Insurance Services, In
- Donegal Insurance Group
- Frank Winston Crum
- Haulers Insurance Company, Inc.
- Jackson Sumner & Associates
- MMG Insurance
- J.M. Wilson
- First Benefits Insurance Mutual
- Normandy Insurance Company
- Penn National
- Rockwood
- RT Specialty
- Synchrono Group Inc. d/b/a  
SynchronoSure

# Product Board - B



## **BED & BREAKFAST:**

- Aspera Insurance Services, Inc
- Commonwealth Underwriters
- Loudoun Mutual
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- MMG Insurance
- New England Excess Exchange, Ltd.
- Normandy Insurance Company
- Risk Placement Services
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc.

## **BOAT:**

- Acuity Insurance
- Donegal Insurance Group
- J.M. Wilson
- Johnson & Johnson Insurance
- New England Excess Exchange, Ltd.
- RT Specialty
- Risk Placement Services
- The Hanover Insurance Group

## **BONDS SURETY & FIDELITY:**

- CNA Insurance
- J.M. Wilson
- Main Street America Group
- Nationwide
- RLI
- Travelers
- Westfield Insurance

## **BOAT BUILDING OR REPAIR:**

- Acuity Insurance
- Aspera Insurance Services, In
- Jackson Sumner & Associates
- J.M. Wilson
- New England Excess Exchange, Ltd.
- Rockwood
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure

## **BOWLING LANES:**

- Aspera Insurance Services, Inc.
- Donegal Insurance Group
- Jackson Sumner & Associates
- J.M. Wilson
- New England Excess Exchange, Ltd.
- Normandy Insurance Company
- RT Specialty
- Rockwood
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc.

# Product Board - B



## **BOX & CRATE MANUFACTURING:**

- Pennsylvania Lumbermens Mutual

## **BUILDING OR PROPERTY MANAGER:**

- Acuity Insurance
- Aspera Insurance Services, Inc
- Augusta Mutual Ins Co.
- Donegal Insurance Group
- Jackson Sumner & Associates
- J.M. Wilson
- New England Excess Exchange,  
Ltd.
- Normandy Insurance Company
- Penn National
- RT Specialty
- Rockwood
- Synchrono Group Inc. d/b/a  
SynchronoSure
- TAPCO Underwriters, Inc.

## **BUILDING MAINTENANCE:**

- Acuity Insurance
- Frank Winston Crum

## **BUSINESS DEVELOPMENT/CULTURE/GROWTH/ STRATEGY:**

- Leavitt Group
- Podium
- Watney Insights Network, Inc.

## **BUILDING MATERIAL DEALERS:**

- Pennsylvania Lumbermens  
Mutual
- MMG Insurance

# Product Board - B



## **BUSINESS OWNERS:**

- Acuity Insurance
- Alfa Alliance Insurance Corp.
- Aspera Insurance Services, Inc
- Augusta Mutual Insurance Company
- Berkshire Hathaway GUARD Insurance Companies
- Goodville Mutual
- J.M. Wilson
- Johnson & Johnson Insurance
- MMG Insurance
- Nationwide
- New England Excess Exchange, Ltd.
- Normandy Insurance Company
- Penn National
- State Auto Insurance Companies
- Risk Placement Services - Standard Lines Program
- RLI
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc.
- Westfield Insurance

## **BUSINESS OPERATIONS EFFICIENCY:**

- Podium
- Leavitt Group
- ePayPolicy

## **BUSINESS PERFORMANCE COACHING:**

- Watney Insights Network, Inc.
- Leavitt Group

# Product Board - C



## **CABINET, COUNTERTOP MFG/CARPENTRY SHOPS:**

- Pennsylvania Lumbersmens Mutual
- MMG Insurance

## **CARPENTRY INSTALLATION:**

- Acuity Insurance
- Aspera Insurance Services, In.
- Donegal Insurance Group
- Haulers Insurance Company, Inc.
- Jackson Sumner & Associates
- J.M. Wilson
- New England Excess Exchange, Ltd.
- Normandy Insurance Company
- MMG Insurance
- Penn National
- RT Specialty
- Rockwood
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc.

## **CHEMICAL BLENDING OR MIXING:**

- Aspera Insurance Services, Inc
- Donegal Insurance Group
- Jackson Sumner & Associates
- J.M. Wilson
- Rockwood
- RT Specialty

# Product Board - C



## CHURCH:

- Acuity Insurance
- Aspera Insurance Services, Inc
- Augusta Mutual Insurance Company
- Brethren Mutual Insurance
- Commonwealth Underwriters
- Goodville Mutual
- Loudoun Mutual
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- Nationwide
- New England Excess Exchange, Ltd.
- Normandy Insurance Company
- Philadelphia Insurance Companies
- Risk Placement Services
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc.

## COASTAL PROPERTY:

- Amwins
- Brethern Mutual
- Jackson Sumner
- Jencap Group
- Markel
- Narragansett Bay Insurance
- Penn National
- RPS
- SageSure
- Tapco

## COMMERCIAL:

- Acuity Insurance
- Commonwealth Underwriters, Ltd.
- Donegal Insurance Group
- Haulers Insurance Company, Inc.
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- MMG Insurance
- New England Excess Exchange, Ltd.
- Penn National
- RT Specialty
- Risk Placement Services
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc
- The Hanover Insurance Group
- Westfield Insurance

# Product Board - C



## COMMERCIAL/BUSINESS AUTO:

- Acuity Insurance
- BIIA Insurance
- Central Insurance Companies
- CNA Insurance
- Commonwealth Underwriters, Ltd.
- Haulers Insurance Company, Inc.
- Jackson Sumner & Associates, Inc.
- J.M. Wilson
- Johnson & Johnson Insurance
- Medmarc Insurance Group
- MMG Insurance
- Nationwide
- New England Excess Exchange, Ltd.
- Penn National
- Philadelphia Insurance Companies
- Progressive Insurance
- Royal Oak Underwriters, Inc.
- Risk Placement Services
- Travelers
- Westfield Insurance

## COMMERCIAL CONSTRUCTION:

- Acuity Insurance
- Aspera Insurance Services, Inc
- Donegal Insurance Group
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- MMG Insurance
- New England Excess Exchange, Ltd.
- Philadelphia Insurance Companies
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc.

## COMMERCIAL HABITATIONAL:

- Acuity Insurance
- Aspera Insurance Services, Inc
- Donegal Insurance Group
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- New England Excess Exchange, Ltd.
- Philadelphia Insurance Companies
- Risk Placement Services
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc.

# Product Board - C



## COMMERCIAL INLAND MARINE:

- Acuity Insurance
- Aspera Insurance Services, Inc
- Commonwealth Underwriter
- Donegal Insurance Group
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- MMG Insurance
- Nationwide
- Penn National
- Philadelphia Insurance Companies
- Risk Placement Services
- RT Specialty
- TAPCO Underwriters, Inc.
- Westfield Insurance

## COMMERCIAL & GENERAL LIABILITY:

- Acuity Insurance
- Aspera Insurance Services, Inc
- Berkley Mid-Atlantic Group, LLC
- BIIA Insurance
- Central Insurance Companies
- Commonwealth Underwriters, Ltd.
- Continental Underwriters, Inc.
- Donegal Insurance Group
- Haulers Insurance Company, Inc.
- Jackson Sumner & Associates, Inc
- J.M. Wilson
- Johnson & Johnson Insurance
- MMG Insurance
- Main Street America Group
- Nationwide

## COMMERCIAL & GENERAL LIABILITY:

- MMG Insurance
- Nationwide
- New England Excess Exchange, Ltd.
- Normandy Insurance Company
- Penn National
- Philadelphia Insurance Companies
- Royal Oak Underwriters, Inc.
- Risk Placement Services
- RLI
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc.
- Travelers
- Westfield Insurance Company

# Product Board - C



## COMMERCIAL PROPERTY:

- Acuity Insurance
- Aspera Insurance Services, Inc
- Berkley Mid-Atlantic Group, LLC
- BIIA Insurance
- Builders Mutual Insurance Company
- Central Insurance Companies
- CNA Insurance
- Commonwealth Underwriters, Ltd.
- Continental Underwriters, Inc.
- Donegal
- Haulers Insurance Company, Inc.
- Jackson Summer & Associates, Inc
- J.M. Wilson
- Johnson & Johnson Insurance
- MMG Insurance
- Main Street America Group
- Nationwide

## COMMERCIAL PROPERTY:

- New England Excess Exchange, Ltd.
- Penn National
- Philadelphia Insurance Companies
- Risk Placement Services
- Rockingham
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc.
- Travelers
- Westfield Insurance Company

## COMMUNICATIONS:

- Leavitt Group
- Kite Technology Group

## COMMERCIAL REAL ESTATE LRO:

- Acuity Insurance
- Aspera Insurance Services, Inc.
- Donegal Insurance Group
- J.M. Wilson
- Jonson & Johnson Insurance
- MMG Insurance
- New England Excess Exchange, Ltd.
- Penn National
- Risk Placement Services
- RT Specialty
- TAPCO Underwriters, Inc.

# Product Board - C



## **CONSTRUCTION:**

- Acuity Insurance
- Aspera Insurance Services
- Donegal Insurance Group
- Frank Winston Crum
- Jackson Sumner & Associate
- J.M. Wilson
- Johnson & Johnson Insurance
- MMG Insurance
- New England Excess Exchange, Ltd.
- Penn National
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc.

## **CRISIS RESILIENCE:**

- Aspera Insurance Services, Inc.
- J.M. Wilson
- Risk Placement Services
- RT Specialty

## **CONSULTING:**

- Frank Winston Crum

## **CYBER LIABILITY:**

- Acuity Insurance
- Aspera Insurance Services, Inc
- Continental Underwriters, Inc.
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- New England Excess Exchange, Ltd.
- Penn National
- Philadelphia Insurance Companies
- Risk Placement Services
- RT Specialty

## **COASTAL PROPERTY:**

- Aspera Insurance Services
- Jackson Sumner & Associates
- Johnson & Johnson Insurance
- Narragansett Bay Insurance Company
- New England Excess Exchange, Ltd.
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc.

## **CYBER SECURITY:**

- Accelerate2Compliance
- Assura Inc.
- Leavitt Group
- Kite Technology Group
- NTS

# Product Board - D



## **DATA PRIVACY:**

- Leavitt Group
- Kite Technology Group
- Watney Insights Network Inc.

## **DWELLING:**

- Acuity Insurance
- Aspera Insurance Services, Inc
- Augusta Mutual Insurance Company
- Commonwealth Underwriters
- Donegal Insurance Group
- Loudoun Mutual
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- New England Excess Exchange, Ltd.
- Risk Placement Services
- RT Specialty

## **DIGITAL PAYMENTS:**

- EPAY Policy

## **DWELLING FIRE:**

- Augusta Mutual Insurance Company
- Commonwealth Underwriters
- MMG Insurance
- Northern Neck Insurance Company
- Risk Placement Services
- RT Specialty
- TAPCO Underwriters, Inc.

## **DISTRIBUTORS:**

- Acuity Insurance
- Frank Winston Crum

## **D&O:**

- Acuity Insurance
- Aspera Insurance Services, Inc.
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- New England Excess Exchange, Ltd.
- Philadelphia Insurance Companies
- RT Specialty
- TAPCO Underwriters, Inc.

# Product Board - E



## **EMPLOYEE BENEFITS / HEALTH / ANNUITIES / LIFE:**

- BenX Consulting Group

## **EXCESS / SURPLUS LINES:**

- Aspera Insurance Services
- Continental Underwriters, Inc.
- Commonwealth Underwriters
- Hanover Excess & Surplus, Inc.
- Jackson Summer & Associates, Inc.
- J.M. Wilson
- Johnson & Johnson Insurance
- Markel
- New England Excess Exchange, Ltd.
- Philadelphia Insurance Companies
- Prime Insurance Company
- Professional Governmental Underwriters, Inc.
- Risk Placement Services
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc.

## **ENERGY:**

- Acuity Insurance
- Aspera Insurance Services
- Jackson Sumner & Associates
- New England Excess Exchange, Ltd.
- RT Specialty

## **EXCAVATION:**

- Acuity Insurance
- Aspera Insurance Services, Inc
- Donegal Insurance Group
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- MMG Insurance
- New England Excess Exchange, Ltd.
- Penn National
- Rockwood
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc.

## **ENVIRONMENTAL:**

- Aspera Insurance Services
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- New England Excess Exchange, Ltd.
- Philadelphia Insurance Companies
- Risk Placement Services
- RT Specialty

# Product Board - F



## **FACTORY-BUILT & MODULAR HOMES:**

- Aspera Insurance Services
- Augusta Mutual Insurance Company
- Jackson Sumner & Associates
- J.M. Wilson
- Pennsylvania Lumbermens Mutual
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc.

## **FIRE RESTORATION:**

- First Atlantic Restoration
- SERVPRO Virginia Beach

## **FOUNDRY:**

- Acuity Insurance
- Aspera Insurance Services, Inc
- Jackson Sumner & Associates
- J.M. Wilson
- Rockwood
- RT Specialty

## **FARM / FARMOWNERS:**

- Augusta Mutual Insurance Company
- Donegal Insurance Group
- Goodville Mutual
- Loudoun Mutual
- Jackson Sumner & Associates
- J.M. Wilson
- Nationwide
- New England Excess Exchange, Ltd.
- Philadelphia Insurance Companies
- Risk Placement Services
- Rockingham Group
- RT Specialty
- State Auto Insurance Companies
- Westfield

## **FURNITURE (UNFINISHED):**

- Pennsylvania Lumbermens Mutual

## **FINANCIAL ASSESSMENT SOLUTIONS:**

- Watney Insights Network, Inc.
- Leavitt Group

## **FLOOD:**

- Aspera Insurance Services, Inc
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- New England Excess Exchange, Ltd.
- Selective
- Risk Placement Services
- RT Specialty

## **FORESTRY:**

- Acuity Insurance
- Continental Underwriters, Inc.
- Jackson Sumner & Associates
- J.M. Wilson
- New England Excess Exchange, Ltd.
- RT Specialty

# Product Board - G



## **GASOLINE STATION: SELF-SERVE**

- Acuity Insurance
- Aspera Insurance Services, Inc
- Jackson Sumner & Associates
- J.M. Wilson
- MMG Insurance
- New England Excess Exchange, Ltd.
- Normandy Insurance Company
- Penn National
- Rockwood
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc.

## **GROUP BENEFITS:**

- BenX Consulting Group

## **GENERAL CASUALTY:**

- Acuity Insurance
- Aspera Insurance Services
- Donegal Insurance Group
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- New England Excess Exchange, Ltd.
- Penn National
- RT Specialty
- TAPCO Underwriters, Inc.

## **GLAZIER:**

- Acuity Insurance
- Aspera Insurance Services, Inc
- Donegal Insurance Group
- Jackson Sumner & Associates
- J.M. Wilson
- MMG Insurance
- Penn National
- Rockwood
- RT Specialty
- TAPCO Underwriters, Inc.

# Product Board - H



## **HARDWARE STORE**

- Acuity Insurance
- Aspera Insurance Services, Inc
- Donegal Insurance Group
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- MMG Insurance
- New England Excess Exchange, Ltd.
- Normandy Insurance Company
- Penn National
- Pennsylvania Lumbermens Mutual
- Rockwood
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc

## **HARDWOOD FLOORING:**

- Pennsylvania Lumbermens Mutual

## **HEALTHCARE (COMMERCIAL):**

- Acuity Insurance
- Aspera Insurance Services
- Jackson Sumner & Associates
- J.M. Wilson
- Normandy Insurance Company
- Philadelphia Insurance Companies
- Risk Placement Services
- RT Specialty

## **HEATING & AC INSTALLATION:**

- Acuity Insurance
- Aspera Insurance Services, Inc
- Donegal Insurance Group
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- MMG Insurance
- Normandy Insurance Company
- Penn National
- Rockwood
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc.

# Product Board - H



## HOME:

- Acuity Insurance
- Aspera Insurance Services, Inc
- Augusta Mutual Insurance Co.
- Donegal Insurance Group
- J.M. Wilson
- Johnson & Johnson Insurance
- MMG Insurance
- New England Excess Exchange, Ltd.
- Penn National
- Risk Placement Services
- RT Specialty
- TAPCO Underwriters, Inc.
- The Hanover Insurance Group

## HOME CENTERS:

- Pennsylvania Lumbermens Mutual

## HOMEOWNERS:

- Acuity Insurance
- All Risks, Ltd
- Aspera Insurance Services, Inc
- Augusta Mutual Insurance Company
- Central Insurance Companies
- Commonwealth Underwriters, Ltd.
- Donegal Insurance Group
- Encompass Insurance Company
- General Assurance of America, Inc.
- Goodville Mutual
- Homeowners of America Insurance Company
- Jackson Summer & Associates, Inc.
- J.M. Wilson
- Johnson & Johnson Insurance
- Loudoun Mutual
- Mercury Insurance Group
- MMG Insurance
- Mutual Assurance Society of Virginia
- Narragansett Bay Insurance Co.
- Nationwide
- New England Excess Exchange, Ltd.
- Northern Neck Insurance Company
- Penn National
- Risk Placement Services
- RT Specialty
- TAPCO Underwriters, Inc.
- Travelers

# Product Board - H and I



## **HOTELS AND MOTELS:**

- Acuity Insurance
- Aspera Insurance Services, Inc
- Donegal Insurance Group
- Frank Winston Crum
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- MMG Insurance
- New England Excess Exchange, Ltd.
- Normandy Insurance Company
- Penn National
- Rockwood
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc.

## **INSURANCE/FINANCIAL SERVICES:**

- Acuity Insurance

## **HIGH VALUE HOMEOWNERS:**

- Acuity Insurance
- Aspera Insurance Services, Inc
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- New England Excess Exchange, Ltd.
- RT Specialty

## **IRON OR STEEL SCRAP DEALER:**

- Acuity Insurance
- Aspera Insurance Services, Inc
- Jackson Sumner & Associates
- J.M. Wilson
- Rockwood
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc.

## **HUMAN RESOURCES:**

- Affinity HR Group, LLC
- Leavitt Group
- Moberg

# Product Board - P



## PERSONAL UMBRELLA:

- Acuity Insurance
- Augusta Mutual Insurance Company
- Commonwealth Underwriters
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- Loudoun Mutual
- MMG Insurance
- New England Excess Exchange, Ltd.
- Penn National
- RLI
- RT Specialty
- TAPCO Underwriters, Inc.

## PLYWOOD MANUFACTURING:

- Pennsylvania Lumbermens Mutual

## PERSONAL UMBRELLA - FARM:

- Augusta Mutual Insurance Company
- Loudoun Mutual
- MMG Insurance
- RT Specialty

## PREMIUM FINANCING:

- Aspera Insurance Services, Inc.
- Capital Premium Finance
- Imperial PFS Premium Financing
- Jackson Sumner & Associates, Inc.
- J.M. Wilson
- Johnson & Johnson Insurance
- Peoples Premium Finance
- RT Specialty
- TAPCO Underwriters, Inc.

## PLASTIC/COMPOSITE

### LUMBER:

- Pennsylvania Lumbermens Mutual

## PRODUCT

### LIABILITY/RECALL:

- Acuity Insurance
- Risk Placement Services
- Aspera Insurance Services
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- New England Excess Exchange, Ltd.
- RT Specialty
- TAPCO Underwriters, Inc.

## PROPERTY:

- Acuity Insurance
- Aspera Insurance Services, Inc
- Commonwealth Underwriters
- Continental Underwriters, Inc.
- Donegal Insurance Group
- Farmers & Mechanics Mutual Ins Co. of WV
- Homeowners of America Insurance Co.
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- MMG Insurance
- Nationwide
- Penn National
- Philadelphia Insurance Companies
- Royal Oak Underwriters, Inc.
- RT Specialty
- TAPCO Underwriters, Inc.

# Product Board - R and S



## **RECREATIONAL VEHICLES (RV):**

- Acuity Insurance
- Aspera Insurance Services, Inc
- J.M. Wilson
- Johnson & Johnson Insurance
- New England Excess Exchange, Ltd.
- Penn National
- RT Specialty
- Safeco Insurance

## **SEO IMPROVEMENT:**

- Podium

## **SMALL BUSINESS:**

- Acuity Insurance
- Frank Winston Crum
- MMG Insurance
- RLI

## **SPECIALTY AGENCY SOFTWARE:**

- IHC Specialty Benefits
- ePayPolicy

## **RETAILERS:**

- Frank Winston Crum

## **SOCIAL MEDIA:**

- Leavitt Group

## **SNOWMOBILE:**

- Acuity Insurance
- J.M. Wilson
- MMG Insurance
- New England Excess Exchange, Ltd.
- RT Specialty

## **SPORTS & LEISURE:**

- Risk Placement Services
- Acuity Insurance
- Aspera Insurance Services, Inc
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- New England Excess Exchange, Ltd.
- Philadelphia Insurance Companies
- RT Specialty
- TAPCO Underwriters, Inc

## **ROOFING/SIDING DISTRIBUTORS:**

- Pennsylvania Lumbermens Mutual

## **SOFTWARE PLATFORM - TEXT MESSAGE COMMUNICATION/CUSTOMER REVIEWS:**

- Podium

## **SPECIAL TRADE CONTRACTOR:**

- Acuity Insurance
- Aspera Insurance Services, Inc
- Donegal Insurance Group
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- MMG Insurance
- New England Excess Exchange, Ltd.
- Normandy Insurance Company
- Penn National
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc.

## **SAW MILLS:**

- Acuity Insurance
- Aspera Insurance Services, Inc
- Bitco Insurance Companies
- Continental Underwriters, Inc.
- Jackson Sumner & Associates
- J.M. Wilson
- New England Excess Exchange, Ltd.
- Pennsylvania Lumbermens Mutual
- RT Specialty
- TAPCO Underwriters, Inc.

## **STAIR MANUFACTURING:**

- Pennsylvania Lumbermens Mutual

# Product Board - T and U



## **TERRORISM:**

- Aspera Insurance Services, Inc
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- Risk Placement Services
- RT Specialty
- TAPCO Underwriters, Inc

## **TRUSS (WOOD) MANUFACTURING:**

- Pennsylvania Lumbermens Mutual

## **TRAINING PROGRAMS/TEAM BUILDING/ BEHAVIORAL PROGRAMS- SALES, LEADERSHIP, ETC:**

- Leavitt Group
- Watney Insights Network, Inc.

## **UMBRELLA:**

- Acuity Insurance
- Aspera Insurance Services, Inc
- Augusta Mutual Insurance Company
- Berkshire Hathaway GUARD Insurance Companies
- Commonwealth Underwriters
- Continental Underwriters, Inc.
- Donegal Insurance Group
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- MMG Insurance
- New England Excess Exchange, Ltd.
- Northern Neck Insurance Company

## **UMBRELLA:**

- Penn National
- Philadelphia Insurance Companies
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure
- TAPCO Underwriters, Inc.
- The Hanover Insurance Group

## **TRANSPORTATION:**

- Acuity Insurance
- Aspera Insurance Services, Inc
- Commonwealth Underwriters, Ltd.
- Continental Underwriters, Inc.
- Jackson Sumner & Associate
- J.M. Wilson
- Johnson & Johnson Insurance
- New England Excess Exchange, Ltd.
- RT Specialty
- Synchrono Group Inc. d/b/a SynchronoSure

# Product Board - W



## **WATERCRAFT:**

- Acuity Insurance
- Aspera Insurance Services, Inc
- Donegal Insurance Group
- J.M. Wilson
- Johnson & Johnson Insurance
- MMG Insurance
- RT Specialty
- Safeco Insurance

## **WOOD PRODUCTS /**

## **WOODWORKING SHOPS:**

- Pennsylvania Lumbermens Mutual

## **WATER DAMAGE RESTORATION: WHOLESALERS:**

- First Atlantic Restoration
- SERVPRO of Virginia Beach
- Acuity Insurance
- Frank Winston Crum

## **WORKERS COMPENSATION:**

- Accident Fund Insurance Company of America
- Acuity Insurance
- All Risks, Ltd
- Amerisafe
- Berkshire Hathaway GUARD Insurance
- BIIA Insurance
- Central Insurance Companies
- Continental Underwriters, Inc.
- Donegal Insurance Group
- Jackson Sumner & Associates
- J.M. Wilson
- Johnson & Johnson Insurance
- Markel
- Nationwide
- Normandy Insurance Company

## **WORKERS COMPENSATION:**

- Penn National
- Risk Placement Services
- RT Specialty
- Summit Consulting
- Synergy Select
- Synchrono Group Inc. d/b/a SynchronoSure
- Travelers
- Westfield Insurance
- Zenith Insurance Company

## **WINERY & VINEYARD PROGRAM:**

- Acuity Insurance
- Aspera Insurance Services, Inc
- J.M. Wilson
- Johnson & Johnson Insurance
- Loudoun Mutual
- New England Excess Exchange, Ltd.
- Normandy Insurance Company
- Philadelphia Insurance Companies
- RT Specialty

## **WORKSHOPS & PRESENTATIONS:**

- Watney Insights Network, Inc.