

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
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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 Lumbermens 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
- Brethren 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:

- 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 Sumner & 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:

SMALL BUSINESS:

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

SPECIALTY AGENCY

SOFTWARE:

- IHC Specialty Benefits
- ePayPolicy

RETAILERS:

- Frank Winston

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.