

AMWINS ACCESS

THE NEXT GENERATION OF SMALL BUSINESS



AmWINS Access is the small business division of AmWINS Group. A contract binding specialist that focuses on accounts that fall under the typical brokerage minimum premiums (i.e., GL = Rev/Payroll of \$5M/\$3M or less and Property = TIVs of \$5M or less), they have 26 offices in 18 states and more than 100 underwriting teams led by industry experts with an average of 10+ years in the business.

“We like to tell our clients: we’re on your team. Each one of our teams has a local presence, giving them the ability to act as an extension of our retail agents’ placement teams,” says Ben Sloop, President of AmWINS Access. “Our centralized support services provide consistent, quality documents while freeing our production underwriters to service retail agents’ needs. At the same time, our national platform enables instant communications of market intel across all offices and offers our clients access to the broader resources of the firm as a whole.”

When it comes to market access, there is simply no comparison. Access has in-house authority with all of the top E&S markets, and are a top producer for the majority of their markets – many times the number one producer they have. Examples of these markets include Lloyd’s of London, Nationwide E&S, RSUI, Markel, Nautilus, Hamilton, Penn America, and Western World.

Moreover, Access has built a number of exclusive products. “As an independent insurance wholesaler with an in-house actuarial services team, we are able to create best-in-class proprietary products,” says Tony Gresham, Access’ Chief Operating Officer. “As our retail client, once you send the account to us, our exclusive products become your exclusive products. Our sole focus is giving you the tools and products you need to write more business.”

At the same time, Access’ industry-leading technology simplifies and accelerates the process of handling small business accounts. Conventional MGAs typically require the use of multiple carrier portals to provide a comprehensive quote offering the best possible match to the retail agent’s unique needs. AmWINS takes a different approach. We are bringing multiple carrier options from our proprietary account management system, AmLINK, in the time it would take the average MGA to look at one portal. This gives agents a better match for their clients’ needs in a condensed timeframe.

“In small business, speed matters. Everything we do is focused on making the retail agents’ job easier,” Gresham says. “Our market relationships, cutting-edge technology, and over 100 teams of small business specialists make us the best of both worlds – local service with national scale and resources.”

Finally, AmWINS’ position as the largest independent wholesaler in the U.S. means that Access is positioned to serve as a true partner, with no competing retail operations or in-house insurance companies that compromise its status as your neutral advocate. “At AmWINS, we only do one thing – wholesale. We’ll never compete with you via retail agency operations, like many of the larger national wholesalers today,” notes Sloop. “Moreover, we are owned by a combination of our employees and long-term capital partners, so we have a foundation that is built to last.”

CONTACT

To learn more about how AmWINS can help you place coverage for your clients, reach out to your local AmWINS broker or marketing@amwins.com.

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