

## AAMGA MGA MEMBER ELIGIBILITY REQUIREMENTS

- Primarily engaged as an MGA for the past three years
- Have binding authority with at least three unaffiliated companies
- Represent those companies for at least two of their major lines of business
- Premium volume of at least \$5 million
- At least three favorable sponsorship letters from current AAMGA members

## AAMGA ASSOCIATE, BUSINESS SERVICE, AND STATE STAMPING & SURPLUS LINE OFFICE MEMBERS

In addition to the managing general agent members, the AAMGA is proud and privileged to include in its membership insurance, reinsurance, captive insurance companies, domestic and London brokers, third party administrators, premium financing companies, Lloyd's Underwriters and Corporate representatives, document imaging and software technology companies, law firms, accounting, actuarial and consulting firms, financial systems companies, risk management and other professional entities, whose employees and suite of services all complement the wholesale insurance marketplace.

## BENEFITS OF AAMGA MEMBERSHIP

- A Dependable Support Network of Industry Colleagues
- Fostering Relationships and Networking
- 'Best in Class' Professionalism
- Enabling Young Insurance Professionals
- Access to Insurance Industry Thought Leaders
- World Class Meetings
- Continuing & Professional Education
- Accreditation and Professional Designations
- Leadership on Legislative, Regulatory and Industry Issues



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# AAMGA

American Association of  
Managing General Agents

A HIGHER STANDARD OF PROFESSIONALISM  
FOR TODAY'S INSURANCE PROFESSIONAL.

LEADERSHIP • INTEGRITY • EDUCATION • NETWORKING



THE AAMGA. SUCCESS BY ASSOCIATION.™

SUCCESS BY ASSOCIATION.™

## AAMGA: MAKING A LASTING DIFFERENCE

In today's realities of uncertainty and emerging risk exposures, insurance professionals like you want reliability, creativity, continuity and service they can trust. The times demand tried and tested expertise - forged by a heritage of professionalism and integrity. Since 1926, members of the American Association of Managing General Agents (AAMGA) have earned the respect of their customers and the trust of their markets by delivering positive results.

Why do business with a member of the AAMGA? It's the value of the AAMGA brand that provides testimony of the member's service excellence, best in industry performance and access to reliable markets. It's the AAMGA's seal of approval, the award of membership achieved only by those who can meet the highly selective requirements and annually confirm compliance with the Code of Ethics. It's the leadership, the networking and knowledge sharing with other insurance professionals and experts. And it's the implementation and relentless execution on practices and behaviors that continue to set the highest standards of excellence.

### AS GOOD AS THE COMPANY YOU KEEP

The AAMGA's 290 managing general agents write over \$23 billion in direct written premium each year in all 50 states. In their association with other members comprising the top domestic and international insurance and reinsurance companies, captive insurers, brokers, Lloyd's and London Market Underwriters, premium finance, document imaging, law firms, technology experts, third party administrators, state stamping and surplus line offices and other insurance professionals, AAMGA members are brought together by complementary experience, offerings and needs. They work together each day to improve the opportunities that disciplined underwriting, innovative risk management and supporting services provide.



### 'BEST IN CLASS' PROFESSIONALISM YOU CAN TRUST

Integrity & Continuity. They are two of the most important attributes insurance professionals can provide to risk bearing entities, producers and policyholders in these times of uncertainty. AAMGA members execute and focus on the drivers of our business and implement the best management tools to ensure a consistent approach.



**THE AAMGA. SUCCESS BY ASSOCIATION.™**

## DEVELOPING YOUNG LEADERS

AAMGA's Under Forty Organization now represents over 400 young insurance professionals, who meet regularly to share knowledge and opportunities that will enable them to continue in their career journeys and assume their position as the next layer of leadership in the Association and our Industry.

## BROAD-BASED ACCREDITATION AND DESIGNATIONS

Since 1987 the AAMGA University has offered hundreds of continuing education and professional development classes to enhance the competencies of its members and their employees on the cutting edge of industry expertise. The AAMGA University is the only accredited entity, certified by all 50 state insurance departments, to offer continuing education classes to the wholesale insurance industry.

The AAMGA University offers professional designations to those able to comply with their stringent requirements. The Certified Managing General Agency (CMGA), Certified Insurance Wholesaler (CIW) and Certified Wholesale Insurance Specialist (CWIS) are awarded each year to those insurance agencies and professionals who wish to distinguish themselves in the market, and to differentiate themselves from the competition.

## LEADERSHIP ON REGULATORY AND INDUSTRY ISSUES

AAMGA members and their customers benefit by the leadership of the Association on the broad array of legislative, regulatory and industry matters being advanced every day. The AAMGA has become the standard bearer of the wholesale insurance market, and is regarded as the steadfast and credible voice in Washington, DC, in the state capitols and by legislators, regulators and industry trade groups on matters impacting both admitted and excess and surplus lines insurance issues.



## WANT TO LEARN MORE?

AAMGA members have secured the trust of international and domestic insurance professionals - based on more than just membership alone. They earn it every day. By their actions and commitments, and through a resolute dedication to the needs and opportunities of the customers and markets we serve.

To learn more about the AAMGA and its members, please visit our website: [www.aamga.org](http://www.aamga.org), or contact AAMGA's Headquarters: Bernd G. Heinze, Esq., AAMGA Executive Director, 150 South Warner Road - Suite 156, King of Prussia, PA 19406; [bernie@aamga.org](mailto:bernie@aamga.org), or by calling: 610.225.1999.