

Specialty Insurance Solutions Launches in New York!

Michigan Millers and Specialty Insurance Solutions recently held a series of three regional meetings in Albany, Syracuse and Buffalo, New York. All three were well attended. Highlights included our new partnership with Western National; our new “A-” rating; and, of course, Specialty Insurance Solutions! There was a great deal of enthusiasm for the launch of our specialty lines division. John Miller, Vice President, and Julita Zolnik, the lead Underwriter for Specialty Lines in New York provided an overview of who they are and what they write. Our Agency partners were provided with detailed lists of classifications included in the 8 major programs available as below...

- ◆ Social Service and “Not for Profit” Organizations
- ◆ Recreation Organizations
- ◆ Health Clubs
- ◆ Tree Trimmers
- ◆ Pest Control Operations
- ◆ Alarm Installers
- ◆ Detectives and Security Guards
- ◆ Special Events

Our Specialty Division has quickly earned the reputation of being solution providers with exceptional service and good pricing. “They think out of the box and are always willing to discuss an account even if it doesn’t fit in one of their 8 programs,” said Russ Clark, VP of Sales and Marketing. One of their fastest growing programs is “Other” and as a value added service they are willing to come to an agency’s office to “eye ball” a book of business to identify opportunities and increase agency revenue. Specialty writes on admitted paper; offers 15% commission on Packages with standard commission on all other lines (not typically the case in a broker arrangement); and is eligible for Michigan Millers’ profit sharing program. In addition, the pay plans for Specialty accounts, are all identical to our standard offering. Why not give yourself and/or your agency a raise!?

Specialty Lines applications may be submitted to jzolnik@mimillers.com. Julita Zolnik may be reached at 608.421.7054 and she encourages you to call today!!!



John Miller



Julita Zolnik

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