



Seated (L to R): Jerry Vincent, Regional Vice President (Asheville); Steve Irvin, Senior Vice President & Director of Sales; P. Marshall Fleming, President & CEO; Michael Hedden, Senior Vice President & Director of Operations; Morgan Trimyer, Senior Vice President & Director of Sales; Standing (L to R): Lisa Schenk, Regional Vice President (Roanoke); Bill McLean, Asheville; George James, Regional Vice President (Wytheville); Don Thornhill, Regional Vice President (Charlottesville/Culpeper); Stewart Fleming, Regional Vice President (Lexington); Chuck Gibson, Regional Vice President (Northern Virginia); Tom Eackles, Regional Vice President (Richmond/Fredericksburg); Wayt Timberlake III, Regional Vice President (Staunton); Chip Williamson, Asheville; Lee Shuler, Regional Vice President (Harrisonburg); Dot Baynes, Regional Vice President (Danville).

Hometown friendly and statewide strength describes the Bankers Insurance relationship with its customers. Formed by a consortium of Community Banks to compete with national banks offering insurance products, Bankers Insurance acquired successful independent agencies in 10 communities throughout Virginia. From Tidewater to Wytheville, and Danville to Fairfax, Bankers' acquired the long-standing relationships, personnel and expertise in each community along with the bricks and mortar. Bankers Insurance is now 10 years old, yet the acquired agencies have been established in their communities an average of 80 years.

Bankers is headquartered in Richmond, yet structured to provide local customer service and management. The combined resources give Bankers the negotiating leverage with insurance providers to offer the most competitive rates. Many of Bankers Insurance agents specialize in niche markets, including the transportation industry, agri-business, energy dealers, medical malpractice, and banking/financial institutions. Each office can tap this specialized expertise to better serve their customers.

Bankers Insurance is committed to offering value-added services such as COBRA administration at no charge for customers with 20 or more employees. The Bankers Insurance Client Portal is a personalized internet hub that customer businesses can access

anytime, anywhere, free of charge. Through the portal, businesses have access to industry-related resources to support their operations, as well as the ability to process online service requests to their agent.

With 185 employees and \$205 million in premium volume, Bankers Insurance is growing. Their recent acquisition in North Carolina makes Bankers Insurance poised to become the "largest small agency" in the Mid-Atlantic.

## BANKERS INSURANCE<sup>LLC</sup>

Insuring today to ensure tomorrow.

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Year established: 1999

Headquarters: Richmond, Virginia

Number of offices: 12

Locations: Charlottesville, Danville, Fairfax, Fredericksburg, Harrisonburg, Lexington, Richmond, Roanoke, Staunton, Tidewater, Wytheville, Asheville, NC