



## HMS INSURANCE ASSOCIATES, INC. RETAINS THEIR STATUS IN IIABA'S BEST PRACTICES STUDY

HMS INSURANCE ASSOCIATES, INC. retains its **Best Practices Agency** status in 2017, once again becoming a part of an elite group of independent insurance agencies around the United States. This status comes by participating in the Independent Insurance Agents & Brokers of America (IIABA or the Big "I") *Best Practices Study* group. The annual survey and *Study* of leading independent insurance agencies documents the business practices of the "best" agencies and urges others to adopt similar practices.

Since 1993, IIABA and Reagan Consulting, an Atlanta-based management consulting firm, have joined forces to study the country's leading agencies in six revenue categories. The agencies comprising the study groups are selected every third year through a comprehensive nomination and qualifying process and awarded a "Best Practices Agency" designation. The agency was nominated by either an IIABA affiliated state association or an insurance company and qualified based on its operational excellence.

The selected *Best Practices* agencies retain their status during the three-year cycle by submitting extensive financial and operational data for review each year. This is the second year of the current three-year study cycle, where over 1500 independent agencies throughout the U.S. were nominated to take part in the annual study in 2016, but only 262 agencies qualified for the honor. To be chosen, the agency had to be among the 35-45 top-performing agencies in one of six revenue categories.

*Founded in 1896, IIABA is the nation's oldest and largest national association of independent insurance agents and brokers, representing a network of more than 300,000 agents, brokers and their employees nationally. Its members are businesses that offer customers a choice of policies from a variety of insurance companies. Independent agents and brokers offer all lines of insurance – property, casualty, life and health—as well as employee benefit plans and retirement products. Web address: [www.independentagent.com](http://www.independentagent.com).*

