

The Insurance Exchange, Inc. Celebrates 50th Anniversary



The Insurance Exchange, one of the largest independent insurance agencies in the Mid-Atlantic region, proudly celebrates its 50th year in business.

"Our success over the past 50 years is a testament to our guiding principles, work ethic and service excellence," said current President and CEO Joe Brown. "Since our first day in business we have always been mindful of doing the right thing for our clients, our employees and our carriers. Our founder was proud to say that 'If we do what's best for our clients—we'll be doing what's right for our agency.' Those words are as true today as they were 50 years ago," added Brown.

Don Reise founded The Insurance Exchange, Inc. in 1967 serving the needs of individuals and families. As the agency steadily grew, they expanded the focus to provide commercial and employee benefit insurance and pension planning. Today, The Insurance Exchange, Inc. is a

large regional insurance agency, licensed in all 50 states, and is in the top 1 percent as measured by revenue. It provides insurance solutions to companies and organizations specializing in Non-Profits, Government Contractors, Technology Companies, Trade and Professional Associations and Construction Firms.

Founded in Silver Spring, MD on March 17, 1967, The Insurance Exchange, Inc. has grown from a small agency providing property and casualty insurance to one of the largest independent regional insurance agencies. Since its inception, The Insurance Exchange, Inc. has had only three Presidents, Don Reise (1967 to 1994), Bill Kingsley (1995-2006) and Joe Brown (2006 to present). Under Brown's leadership the organization continues to grow and thrive today.

"We are proud that we have been able to perpetuate the business with our own employees and keep the family together as an independent agency rather than sell out to a large national firm," said founder Don Reise.

Today, The Insurance Exchange, Inc. is proud to remain a privately owned business under the leadership of its current partners Joe Brown, Jody Buyalos,

Brett Hoffman and Jeremy Welsh. This leadership team was brought together through a perpetuation strategy that was carefully planned by the first and second generation of owners.

The Insurance Exchange Inc. is excited to commemorate its golden anniversary. In addition to the many charitable organizations that The Insurance Exchange supports, and its continued client service, the organization will hold a 50th Anniversary gala in March to honor clients, the community, charitable organizations, employees, and carriers that have made 50 years of success possible. All owners—past and present—including original partners Jim Reise and Fred Hoffman will be in attendance. The event will honor the dedicated service of long-term employees, many of who have worked with the company for more than 30 years.

"I am honored to guide The Insurance Exchange, Inc. as we continue to grow our business and serve our growing customer base," said President and CEO Joe Brown. "We are continually expanding our product and service offerings to meet the needs of our clients and the ever-changing insurance landscape. We know

our marketplace and because of our focused expertise, we are well positioned for continued growth and success in the region."

The agency has been named by Business Insurance Magazine as one of the "Best Places to Work" in insurance every year since 2009.

ABOUT THE INSURANCE EXCHANGE, INC.

Founded in 1967, The Insurance Exchange headquartered in the Washington, DC area is a large regional, high-service insurance brokerage and consulting firm focused on the mid-market (50-5,000 employees) with clients around the globe. The Insurance Exchange provides the premier client experience through a comprehensive single-source solution in our areas of specialty including: employee benefits consulting, commercial property & casualty, safety, loss control, bonding, risk management, claims management, personal umbrella, home & auto insurance, retirement plan services, wealth management, HR compliance, wellness programs, and international insurance (including war risk countries).



THE INSURANCE EXCHANGE

Anniversary
CELEBRATION



Business Insurance • Employee Benefits Consulting • Retirement Plan Consulting • Personal Insurance