

# **The Council** of Insurance Agents & Brokers

The premier association for the top regional, national and international commercial insurance and employee benefits intermediaries worldwide.

## THE COUNCIL **BY THE** NUMBERS

MEMBERS  
PLACE

**90%**

P/C  
PREMIUMS

**70%**

EMPLOYEE  
BENEFITS

**16.8%** 

REVENUE INCREASE  
YEAR OVER YEAR

## INDIANA

### HEADQUARTERS:

Arlington/Roe & Co. (IN-5)

LHD Benefits (IN-5)

MJ Insurance (IN-5)

 **\$90.81**  
**MILLION**  
IN REVENUE LAST YEAR

**35%**   
REVENUE INCREASE  
YEAR OVER YEAR

 **\$2.10 B**  
**PREMIUMS**  
WRITTEN IN 2019

 **405**  
**EMPLOYEES**

### KEY ISSUES:

- Preserving the tax treatment for Employer Sponsored Insurance (ESI)
- Stabilizing the individual insurance marketplace
- Easing ACA Compliance Requirements for Employers
- Combatting rising healthcare costs through transparency
- Reauthorizing and reforming the National Flood Insurance Program (NFIP)
- Providing a safe harbor for insurance agents and brokers operating in states where cannabis is legal
- Developing areas where the federal government can transfer risk

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