

170

member firms

\$20M - \$300M

revenue range of core membership

35

firms with
international HQ

Based in Washington, D.C., The Council is the premier association for the world's leading property/casualty insurance and employee benefits brokerages

Members are the top players in today's market:

- ✓ Innovative
- ✓ Growth-focused
- ✓ Headquartered around the globe
- ✓ 46 of the BI Top 50
- ✓ 72 of the BI Top 100
- ✓ Collectively place 90% of all P/C premiums and 70% of all benefits premiums in the U.S.

GOVERNMENT RELATIONS



Health & Benefits

- Strengthen the employer-sponsored insurance marketplace to address affordability and uphold the tax treatment of employer coverage
- Work to enhance healthcare and drug pricing transparency and lower overall costs
- Stabilize the individual health insurance marketplace
- Ease regulatory and compliance burdens for employers, so they may offer innovative benefit plans and coverage options

Property/Casualty

- Enable practical financial regulations for flood, pandemic risk, terrorism and cannabis insurance
- Ease global trade and market barriers for brokers
- Inform members on future trends in cyber coverage, sustainability, and diversity
- Work with state regulators, the Administration, and lawmakers to implement the national agent/broker licensure clearing house (NARAB)

Advocacy & Compliance

- Maintain **CouncilPAC's** position as largest insurance industry PAC
- Deliver real-time political updates about issues critical to your business
- Support tracking and navigation of state/federal regulations

TALENT DEVELOPMENT



The Council Academy

Broker-focused training/education spanning the career continuum:

- **It's All About Risk**—a crash course in commercial insurance brokerage
- **The Insurance Professional School for Property/Casualty and Employee Benefits**—Giving early-career top talent the industry knowledge they need to succeed. Ability to earn the APRI® designation conferred by The Institutes and The Council
- **Broker Smackdown**—three-day computer-simulated insurance brokerage competition for emerging leaders
- **Sprints**—virtual courses to deepen or refresh core commercial coverage knowledge

Diversity, Equity & Inclusion

- **Annual Benchmarking Survey**
- **DE&I Resource Center**—curated articles, webinars, videos around key DE&I issues
- **Learning Circles**—small group, professionally facilitated discussions on DE&I topics

The Council Foundation

- 600+ scholarships totaling \$3.2M awarded to interns at member firms

MARKET INTELLIGENCE



Leader's Edge

- The Council's thought leadership content platform, magazine and weekly newsletters focused exclusively on issues related to commercial insurance brokerage, as well as human interest and leadership profiles with a dash of humor and personality

Topical Surveys, Webinars & Resources

- **Quarterly P/C Market Survey**—highly regarded and often quoted report identifying trends within premiums, underwriting and claims
- Webinars, educational materials and insights that offer new perspectives and timely intelligence to guide members' business operations
- Past survey research partnerships with leading financial service consultancies including EY and McKinsey

CONNECTIONS



Market Forums

- **Legislative Summit** connects Council members with legislators on Capitol Hill focused on key issues related to their business.
- **Employee Benefits Leadership Forum** convenes executive-level professionals from brokerages, carriers and industry partners across the benefits landscape.
- **Insurance Leadership Forum** is the premier meeting for market leaders in property/casualty. In a 2022 survey of members, 95% rated ILF as "very" or "extremely" valuable.

Working Groups

- More than 700 industry professionals participate in these peer think tanks, designed to explore proven strategies and leverage opportunities.
- Groups include: CFO, CIO, Claims and Risk Management, Human Resources, International, Legal Counsel and Marketing & Communications.

Advisory Committees

- Includes Council of Employee Benefits Executives, DE&I and Future Advisory Committee