



At Work for YOU!

MedChi House of Delegates Meeting

October 28, 2023





2023 Accomplishments and Results

- Our strategic partnerships are solid and continue to expand
- We added a new Sales Associate to the team - Brandon Stallings
- We added a new carrier (Hanover) for commercial insurance - with competitive products and pricing for medical offices
- We are launching our first on-line ad campaign via Google and LinkedIn

- Commission revenues on target to meet plan
- Expenses within budget
- Our cash operating account is now set up to earn interest equal to current money market rates
- Investment revenues are now back to favorable

- We have contributed over \$1 million in direct financial support to MedChi in 3-yr period 2020-22
- We have posted a cumulative \$500,000+ in retained earnings for the same period, increasing agency value by 24%



2024 Opportunities and Challenges

• Challenges

- Merger/acquisition activities put business at risk
- Guidelines and requirements for cyber insurance
- Property rates are seeing double-digit increases



• Opportunities

- Service partnership with an outside med mal broker
- Cross-sell our existing book of business
- Increase target marketing efforts with strategic partnerships
- Diversify book with non-health care related accounts for group benefits





Unity Insurance Board of Directors

- Dr. Ben Stallings, [Chair](#)
- Dr. Lee Snyder, [Vice-Chair](#)
- Steve Johnson, [Secretary/Treasurer](#)
- Dr. Allan Rutzen
- Rebecca Altman
- Dr. Gary Pushkin
- Dr. George Bone
- Dr. Annette Pham
- Dr. Eric Wargotz ([new director 2023](#))
- Dr. Padmini Ranasinghe, Ex Officio (MedChi Treasurer)





Help Us Help MedChi!

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THANK YOU!

