

**MedChi House of Delegates**  
**Agency Report**  
**Saturday – September 24, 2016**

The MedChi Insurance Agency is pleased to announce that the Board of Directors declared a Dividend in the amount of \$125,000 on September 21, 2016 representing the 2<sup>nd</sup> and 3<sup>rd</sup> quarter for a total of \$225,000 year to date. Our 4<sup>th</sup> quarter dividend will be declared in December bringing the total dividends for 2016 to \$321,000.

Without question the Agency remains financially strong and continues to provide MedChi and the Component Societies the same level of financial support over the past two (2) years in spite of impediments primarily due to the corporatization of medicine and the significant trend in employed physicians, mergers and retirements that have significantly impacted our revenue. In addition to this year's Dividend, the Agency will pay in excess of \$450,000 in various other financial support to MedChi and the Components. In the past four (4) years the Agency has declared \$1,746,000 in dividends back to MedChi in addition to other direct support of \$1,750,000 for a total of \$3,450,000.

One of the primary ways in which we can insure the continuation of this level of non-dues income going forward is to have members of this body come forth and allow the Agency to provide you with a no obligation Consultative Insurance review (a health checkup questionnaire or a second opinion) to make certain that you are adequately covered and may also potentially save money from alternative proposals. Prior to this meeting an email was sent to ALL HOD members and alternates inviting them to take advantage of our services, and we also call on you today to help us further by encouraging your colleagues to use this valued membership resource that is 100% dedicated to helping you achieve protection for your insurance risks as well as being your dedicated advocate and the only insurance broker in Maryland that directly supports MedChi physicians with over 40 years of proven service.