



At Work for YOU!

MedChi House of Delegates Meeting

November 5, 2022





2022 Accomplishments and Results

- Our brand is strong with social media results increasing
- Our strategic partnerships are solid and continue to expand
- We are building bench strength within the agency - focusing on the future
- We introduced a new MedChi branded 401k plan for you!

- Commission revenues expected to exceed plan by 3%
- Favorable renewal activity with in-force policy count up 3%
- Expenses slightly under budget
- Investment revenues negatively impacted by current economy

- We have contributed over \$2 million in direct financial support to MedChi from 2018-21
- We have posted a cumulative \$525,000+ in retained earnings for the same period, increasing agency value by 24%



2023 Opportunities and Challenges

• Challenges

- Merger/acquisition activities put business at risk
- Post-COVID? resistance to change insurance programs
- Guidelines and requirements for cyber insurance



• Opportunities

- Service partnership with an outside med mal broker
- Cross-sell our existing book of business
- Increase target marketing efforts with strategic partnerships





Help Us Help MedChi!

Call today for a no-obligation policy review!

Phone: 410-539-6642; Email: hello@unityinsurance.co
Website: www.unityinsurance.co

Let Unity Insurance be your BROKER for medical malpractice and *ALL* your insurance needs.

You can re-assign your broker with *no change in coverage or additional cost!*



Unity Insurance Board of Directors

- Dr. Harry Ajrawat, Chair
- Dr. Ben Stallings, Vice-Chair
- Steve Johnson, Secretary/Treasurer
- Dr. Allan Rutzen
- Dr. Lee Snyder
- Rebecca Altman
- Dr. Gary Pushkin
- Dr. George Bone
- Dr. Annette Pham
- Dr. Padmini Ranasinghe, Ex Officio





Thank you Dr. Ajrawat!!!!

