

Britt/Paulk Insurance Underwriters

Key programs include, among others: builder's risk, self-storage, commercial agriculture, marine & yacht, and professional liability

A small town company is continually developing new products for a "big time competitive edge"

One year ago, the Britt/Paulk Insurance Agency announced their plans—through this same nationally distributed Target Markets special section in Rough Notes magazine—for expanding its program administration business significantly. Let the record clearly show that Britt/Paulk can deliver on its good intentions.

Building on its several long-standing program classifications, Britt/Paulk has added roughly a dozen product lines during the past 12 months. Over this same time span the agency has expanded at the headquarters level by acquiring two companies in an effort to increase its geographic presence far beyond its Georgia roots where the home office remains a prominent fixture in the Carrollton business community.

Britt/Paulk is a privately held general agency offering national, admitted, "A-" or better A.M. Best rated coverage, with online quotes and policies, premium financing with account current billing, and no volume commitments.

In addition to Britt/Paulk's existing product line, which includes builder's risk, equipment, marine cargo, poultry/swine confinement, self-storage, and forest products, the past 12 months have produced a growth of the following products as well:

- Workers compensation
- Aviation
- Marine & yacht
- Umbrella/excess liability
- Wholesale distributors
- Motor truck cargo
- Commercial agriculture
- Equipment breakdown
- Environmental
- Professional liability

Complementing the company's program expansion is its popular OPUS technology. OPUS, introduced in 2007, is a user-friendly Online Policy Underwriting System that features easy-to-use online quoting and policy issuance, quick quote turnaround, a capability to complete endorsements and claims requests online, and an agency "dashboard" for tracking workflow. Among the OPUS special features is the user-friendly equipment quoting system with quick entry and drop down boxes, and the builder's risk quoting system that permits a less-than-one-year policy to be issued. As Britt/Paulk's program list continually accelerates, so does the OPUS online product availability. Britt/Paulk is currently working on the release of online quotes and policy issuance for its aviation and self-storage programs.

Britt/Paulk's friendly staff is experienced in walking agents through the online contracting process comfortably and knowledgeably. Agents and brokers not only quickly learn about the user-friendly facets of Britt/Paulk's technology, but they're also immediately familiarized with the company's best in class insurance programs, underwriting, systems, and attentive service through a highly focused, customer centered, professional approach.

Perhaps that special focus on customer relations dates back to Britt/Paulk's 1988 founding as a small enterprise that specialized in physical damage to property covering contractors' equipment, agriculture equipment, and forestry equipment. Two decades have passed, but the bulk of Britt/Paulk's core business programs are still closely associated with builders' and contractors' risk, and with agriculture and forestry. The company long ago outgrew its small office above the John Deere building in Carrollton—it now operates four offices, conducts business with a paperless workflow, and is rapidly extending its name and its products nationally.

The Britt/Paulk customer relations philosophy for doing business is still pretty much the same as it was during its formative years in the late 1980s. ★



BRITT/PAULK UNDERWRITERS



Working together with OPUS for Online Quotes & Policies!

Admitted, "A" Rated Markets for:

- Aviation
- Commercial AG
- Equipment
- Marine & Yacht
- Motor Truck Cargo
- Professional Liability
- Umbrella
- Workers' Comp
- Builder's Risk
- Environmental
- Equipment Breakdown
- Marine Cargo
- Poultry/Swine
- Self-Storage
- Wholesale Distributors
- Forest Products*

*Some volume commitments required.

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Whatever... Wherever... **Britt/Paulk Has You Covered!**



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