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## **When did Cline Wood become part of Marsh & McLennan Agency LLC (MMA)?**

July 31, 2015

## **Why did MMA choose Cline Wood?**

MMA only seeks quality firms. Cline Wood's strong industry specialization was a highlight for MMA, along with its leadership, culture and dedication to customer service were what attracted MMA's leaders to the firm.

## **What is MMA?**

MMA was created in 2008 as a separate operating subsidiary of Marsh LLC, the world's leading global insurance broker and risk management advisor, primarily to serve the property and casualty and employee benefits needs of the middle market. Since November 2009, MMA has been building its national platform by strategically acquiring high-quality insurance and consulting firms across the country.

## **What are the advantages of being part of MMA?**

As part of the MMA enterprise, Cline Wood employees will have greater career opportunities and the ability to acquire larger books of business. Our leaders, experts, specialists and consultants will be sought by other MMA agencies to help their clients, providing nationwide sales opportunities.

Cline Wood clients will continue to see the same personal service they have come to expect from us, along with access to Marsh & McLennan Agency's expertise, resources, global markets and virtually any risk management product they could need.

Overall, joining MMA allows Cline Wood to keep its leadership, operating model and its culture in place, while adding the support and resources of the world's leading insurance broker and risk management advisor.

## **Who runs MMA?**

David Eslick is chairman and CEO of MMA. David has nearly 30 years of experience in the insurance industry, most recently with USI Holdings, where he led USI's expansion through acquisition over a five-year period. You can read more about David Eslick at the MMA Website.

## **Where is MMA headquartered?**

MMA is headquartered in White Plains, New York. Its regional headquarters is in Minneapolis.

## **Will the leadership team change at Cline Wood?**

The existing executive team will remain in their current roles. Their leadership and the culture of Cline Wood are two of the things that appealed to MMA.



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### **What other companies have joined MMA?**

Recent additions to MMA include J.W. Terrill in St. Louis, MHBT, Inc., in Dallas and Vézina in Montreal, Quebec. Over the past several years, though, some very prominent firms with national notoriety have become part of MMA, including Barney & Barney, Senn Dunn and Seitlin.

The upper Midwest region includes agencies formerly (and some still) known as RJF in Minneapolis, Security Insurance Services in Milwaukee, McGraw Wentworth and Cambridge Property & Casualty in Detroit, Liscomb Hood Mason in Duluth, MN, Howalt+McDowell in Sioux Falls, Haake in Kansas City, and J.W. Terrill in St. Louis.

### **Is anyone losing their job because of this?**

No positions will be lost directly due to this acquisition. Cline Wood's employees and operating platform are what drew MMA's attention, and we plan to continue working with clients in the same way we always have for the foreseeable future.

### **Will there be any changes to my Cline Wood service team as a result of this acquisition?**

There were no layoffs resulting directly from this change, and we expect no changes to our current operating structure. There will be very few changes to the day-to-day jobs of Cline Wood employees and your interactions with your account representatives should remain unchanged.

All employees will continue to work out of their current offices, and keep their current contact information.

### **What will become of Cline Wood's nationwide capabilities?**

If anything, Cline Wood's capabilities in these areas will increase, as we have a dedicated network of regional powerhouse MMA offices spread throughout the United States and now in Canada to service accounts.

### **Where can I find out more about MMA?**

[www.marshmclennanagency.com](http://www.marshmclennanagency.com)