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## Top insurance agencies Peoples First, Professional Insurance Associates select xagent, join Leadership Council

**RESTON, VIRGINIA February 14, 2019** – xagent, the single-entry market access solution for property and casualty (P&C) agents, announced today that two additional insurance agencies have become part of the company’s Leadership Council.

xagent was built for agents, by agents, to lead the digital transformation of the P&C market. Peoples First Insurance, of Panama City, Florida, and Professional Insurance Associates (PIA), of San Carlos, California, have joined twelve other leading agencies on the company’s Leadership Council as both users and shareholders. The xagent Leadership Council now includes four companies on the Insurance Journal 2018 Top 100 P&C Agencies list. PIA joins NFP, InsGroup, and World Insurance in the group.

“With over 500 agents and more than 250 affiliated agencies throughout California and Nevada, we’re constantly looking for technology partners who truly multiply efficiency for our agents and deliver a better experience for our clients,” said Paul Hammack, President of PIA, number 35 in the Top 100. Kristian Chapman, President of Peoples First, agreed. “As a local agency that’s served both small clients and national business for over 100 years, our ability to deliver unparalleled service, expertise, and value is critical to maintaining the trust we’ve built with our clients. The xagent platform gives our agents a single simplified process to get broader access and take full advantage of automation to deliver better, faster outcomes for our clients.”

xagent’s platform, selected a Top 10 Insurtech for 2018 by Insurance CIO Outlook, is helping to reshape the industry. Independent agents use xagent’s automated Universal Submission App (USA) online to obtain a quick premium indication, quote, bind, and issue policies from multiple A-rated carriers for both standard and E&S lines of commercial insurance. The USA automates carrier system connections to eliminate manual processes, duplicate entries, and wasted time.

xagent CEO Bryan Baird, who has founded and grown successful P&C businesses for over 20 years, added, “Our Leadership Council agencies now produce over \$4 billion in commercial P&C premiums. xagent’s ‘by agents, for agents’ philosophy continues to resonate with the market leaders, who use our platform to accelerate revenue; reduce the time, cost, and complexity to rate, quote, and bind policies; and deliver more choice and greater customer satisfaction to their clients.”

### **About xagent:**

*xagent ([www.xagent.com](http://www.xagent.com)) was built by agents for agents and delivers on the promise of a truly independent single-entry multi-quote exchange for standard and surplus lines business insurance in all 50 states.*

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