



ACQUISITION TESTIMONIAL

Augusta Insurance Agency Inc - Staunton, VA

By: Steve Marshall, President

THE SITUATION

The Augusta Insurance Agency was started in 1980 and served Staunton, VA and surrounding areas as a general agency.



WHY SELL?

In 2015, several agencies approached us, inquiring regarding our interest in selling. Initially, we were not interested but later entertained the idea due to my partner's age and at the advice from my attorney and accountant.



WHY BANKERS?

Marshall Fleming made the process easy. Using a one page document, he explained how they arrived at the purchase price. We'd be able to do the transaction in less than two months. Bankers offered many additional markets and would be a good fit for our agency.



THE RESULTS

Overall, it continues to be a very positive experience. All our employees were guaranteed job offers with an excellent agency, providing an opportunity for long term employment. It allowed my partner to retire. Three years later, I am still employed with Bankers Insurance and we enjoy all the markets they make available.

