



ACQUISITION TESTIMONIAL

Washington, Chichester, and Clarke, Inc. – Fredericksburg, VA

Tom Eackles, Vice President

THE SITUATION

Our agency was the result of a merger of three smaller P&C agencies in the Fredericksburg area. Though our roots stretched back to the 1920's, my two partners and I operated Washington, Chichester, and Clarke for approximately six years before selling to Bankers Insurance.



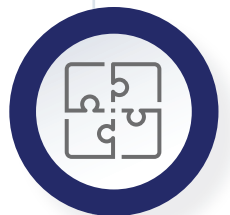
WHY SELL?

At the time Bankers Insurance approached us, we had not considered selling. Bankers Insurance was in its formation stage, so we were one of the founding agencies that helped create the company. We explored the idea and were offered a fair price. Adding together all the benefits, our decision to sell was an easy one.



WHY BANKERS?

Being a part of an insurance agency owned by an association of community banks was intriguing and presented many benefits. Plus, the fact that they already had departments for IT, HR, and Accounting sealed the deal. No agency principal enjoys managing those functions. With a fair price and less operating hassle, the choice was clear.



THE RESULTS

The acquisition process was a breeze, and everything we were told about Bankers Insurance proved true. It was a huge positive to hand over many administrative tasks, not to mention receive an upgraded agency management system. Fast forward to today, and our small agency started in the 1920's has done quite well. We are stronger and larger than ever before, and I am glad to still be a part of it.

