

Where are the real 'sticking points' within the Wholesale/E&S/MGA space?
How could workflow innovation/automation help solve for these?

How can other partners like carriers and 3rd-party providers assist or streamline/automate in the scenarios you're describing?

Ex: Getting past carriers limiting distribution (Pro & cons) and other challenges.. Identifying & partnering with agencies that aggressively would want to write these lines/niche marketing.

Interesting change in roles from Retail to MGA and the transition!

Comp rater to given an indication up front

With the changing economy and conditions, do you feel the wholesale, E&S specialty channel will continue to expand? Require more focused solutions?

Binding authority flexibility but may still need human touch to confirm on losses etc

This needs focus, as it includes almost everyone. Liked the guiding visual. Feel like we're GETTING there...

**Agency
Bill/Billing
direct bill**

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direct bill**

we found that the implementation can be put into one full integrated place, but one problem we also discussed was people being partially stuck in the past in a way not wanting to move so far into technology.

Resistors exist everywhere, but leadership needs to drive these initiatives forward.