

2021 *Best Practices Study* Highlights

Tom Doran | Reagan Consulting
September 2021

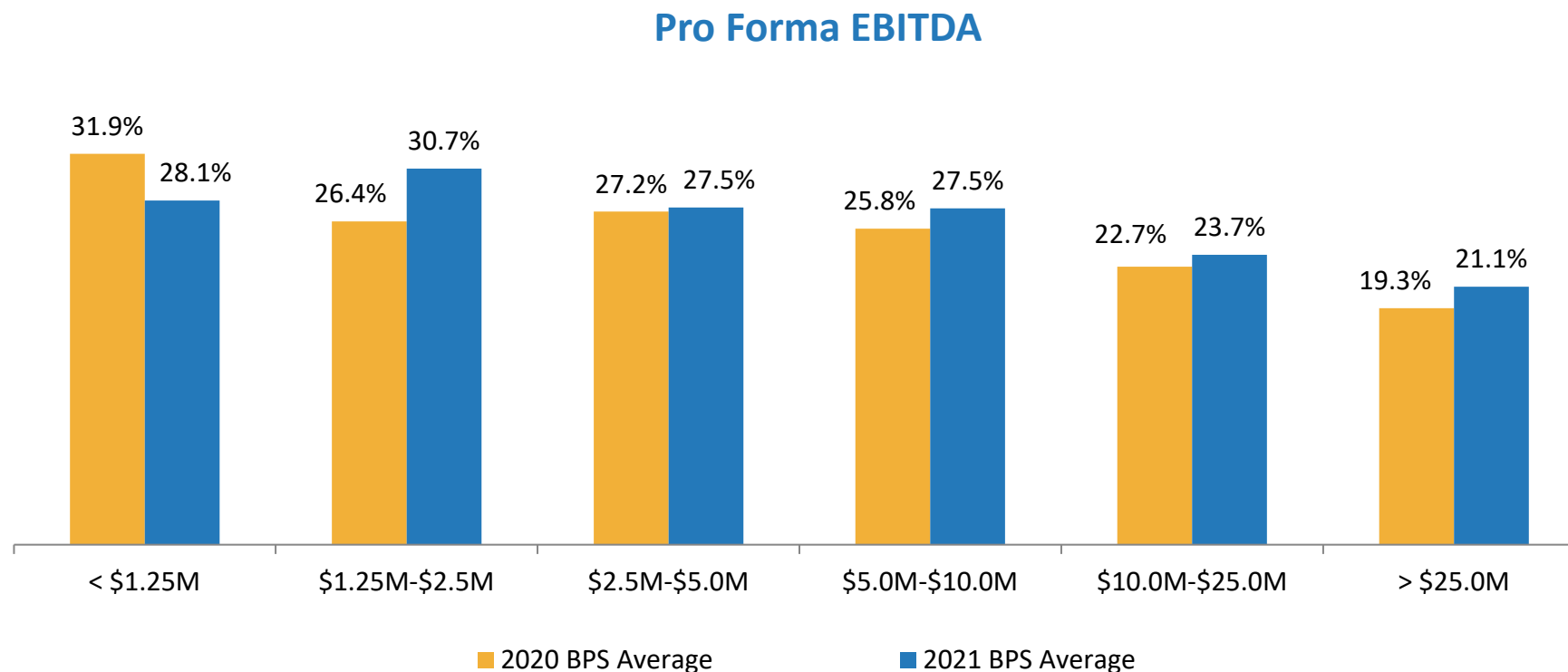


2021 Sponsors



Key Takeaways

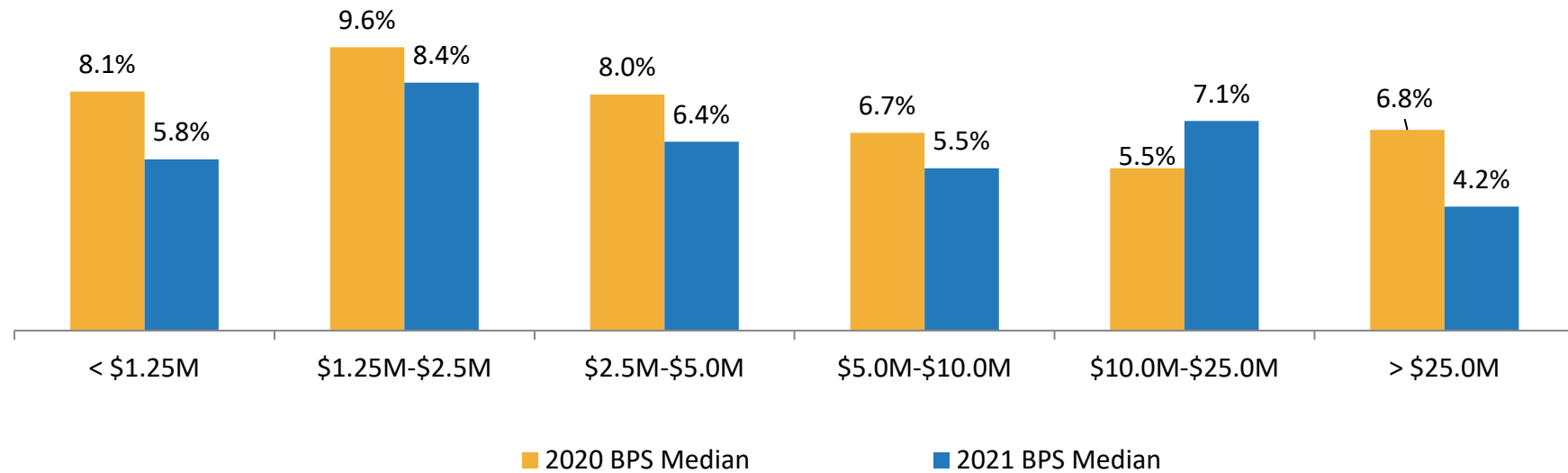
1. Profitability reached all time highs



Key Takeaways

2. Growth remained consistent

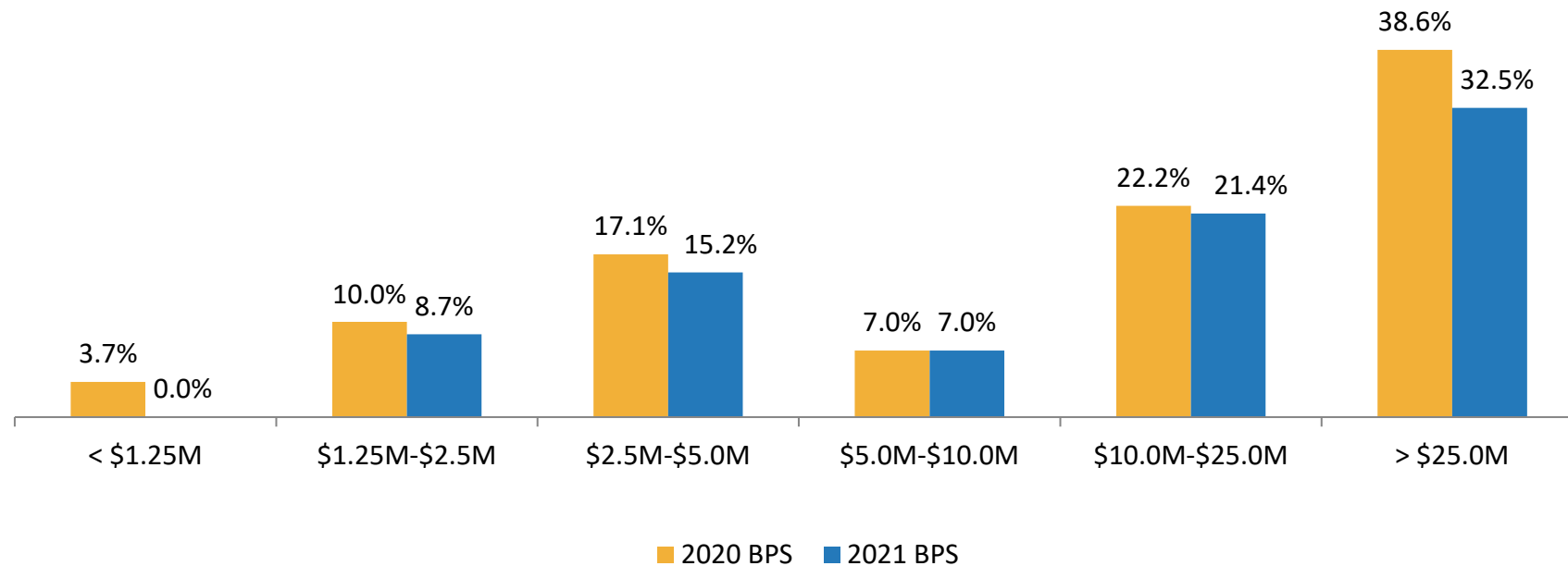
Net Revenue Organic Growth



Key Takeaways

3. Purchasing activity was remarkably robust

% of Agencies Making Acquisitions in Last Fiscal Year

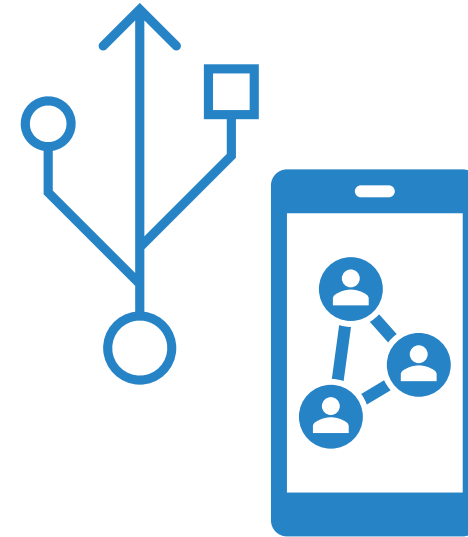


A most remarkable 2020...

... but there's more to the story.



The Four Pillars of Internal Perpetuation



InsurTech



Reagan Consulting



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Tom Doran has been with Reagan Consulting since its founding and is a partner of the firm. Tom's areas of expertise include merger and acquisition representation, agency valuation, ownership perpetuation planning, agency valuation enhancement and strategic planning facilitation.

Before joining Reagan Consulting, Tom was a consultant with Hales and Associates, and worked in the computer industry, both as a software developer and as a management consultant.

Tom is a regular contributor to Reagan Consulting's industry studies and is frequently published in various insurance industry publications. He also speaks on a regular basis to industry trade groups and associations on a wide variety of topics concerning the insurance distribution system.

Tom is a Certified Valuation Analyst (CVA) with an undergraduate degree in Computer Information Systems and an MBA from Georgia State University. He currently maintains the Series 63 and 79 FINRA Registrations through Reagan Securities, Inc., the affiliated FINRA-registered Broker/Dealer of Reagan Consulting, Inc.

