
The Cost of Comfort:

How One A/E Firm's Willingness to Change Produced Real Savings



Myers Anderson Architects is a 12-person firm in Idaho that decided to get insurance quotes from Hall & Company during its 2017 renewal, after several years of turning down the offer to quote from professional liability insurance agent Jen Caizza.

While Jen made a compelling case to consider alternatives at her yearly check in with the firm during their renewal cycle, Myers Anderson was comfortable with its long-time broker and ultimately would decide to maintain existing coverage. This is a familiar scenario that illustrates one of the many reasons Hall & Company agents take the time to continue calling on A/E firms which appear to be a good fit for their brokerage services.

"They reached out to us for the last couple of years but we were pretty loyal to our agent," said the firm's business manager Jami Myers. "Our rates had been continually rising so we decided to give Hall a shot last year. It turned out to be a good choice for us."

Jen was able to obtain quotes from five professional liability insurance companies for Myers Anderson's renewal and presented them with the most competitive terms. In addition to offering a two-year policy term with locked-in premium, Myers said the price was surprisingly competitive.

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"The premium that we got was just a little over half what we were paying before," she said. "It was a very significant savings and it was very smooth transitioning over."

Myers said that they didn't share with their agent the pricing and terms they received from Hall & Company, but they did tell him that they were looking so that he would have full opportunity to produce options and retain their business. In the end, he couldn't compete and encouraged the firm to make the switch recognizing the benefit, Myers said.

Now several months into the relationship with Hall & Company, Myers said they already have recommended Caizza's broker services to other firms. They are happy with the value added services that come with Hall & Company as well, she said.

"I like the Client Portal, we use it pretty often for issuing certificates to different clients, it's very handy," Myers said. "We also get regular monthly information highlighting things we should be thinking about related to insurance and I appreciate that."



Jen Caizza

jcaizza@hallandcompany.com



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Hall & Company
19660 10th Ave NE, Poulsbo, WA98370
Phone: 360-626-2014
www.hallandcompany.com