



FOR IMMEDIATE RELEASE

For More Information, Contact: *Katie Wilmoth*

888.264.3388, ext. 3042

katiwilmoth@smartchoiceagents.com

Smart Choice[®] Celebrates 25 Years with 1,400 New Agency Partners

HIGH POINT, N.C. (January 9, 2020) – As Smart Choice[®] celebrated its 25th year in business, the nation’s fastest growing agency network marked yet another year of record-setting growth. The company closed 2019 with the addition of more than 1,400 agency partners – the most ever in the company’s history during a one-year period. Smart Choice has doubled their number of agency partnerships in the last five years, and serves nearly 20% of the independent agency base in the country. The company also witnessed over 28 percent gross revenue growth for the year, marking a fifth straight year of double-digit increases.

“Agencies are choosing Smart Choice because we stay true to the core values that we started with 25 years ago – helping our agency and carrier partners achieve their goals,” said President, Andrew Caldwell. “Every day we remain dedicated to our partners’ success and profitable growth.”

Smart Choice is an innovator in its efforts to bring markets to agencies in various stages of growth, offering several programs agents can access in different ways depending on their needs. Two Smart Choice programs – *Smart Start* and *Express MarketsTM* – saw especially significant growth, with the Smart Start division up 38 percent, and the company’s E&S division – *Express MarketsTM* – up 48 percent.

“We continually evaluate our programs and talk with our partners to develop solutions designed for their unique situations,” said Caldwell. “Whether it’s carrier incentives, additional



training for agents, or technology investments at the home office, Smart Choice is always working to add value to those we serve.”

Smart Choice offers a wide range of products and services to its partner agencies, including access to personal, commercial and life markets, in addition to business builder and business saver products. Currently serving 7,900 agents in 45 states, Smart Choice is partnered with over 100 national and local carriers.

The Smart Choice® Agents Program is a wholly-owned program of Worldwide Insurance Network, Inc. (WIN), headquartered in High Point, North Carolina. For more information, visit www.smartchoiceagents.com.

###30###