

Kyle Moffitt at Assured Partners Wants to Learn About Your Business to Determine the Best Insurance Coverage

1. Tell us about Assured Partners and how you arrived there?

Assured Partners is the 5th largest P&C Broker in the United State with the ability to help with all our clients P&C Insurance, Employee Benefits and Bonding needs. We focus on adding value to your business in more ways than just providing Insurance quotes. I help my clients build an insurance program that is right for them. I started with AP in August 2020, after understanding the value and level of service myself and my AP can provide my clients, it was the perfect fit for me.

2. What type of products and services do you provide?

I can provide a plethora of services. Including P&C Insurance, Life and Disability Insurance, Buy-Sell agreements, Business Succession, Employee Benefits and Bonding. Outside of just receiving quote I can assist with Risk Management Practices, Claims Management, Compliance etc.

3. How did you get excited about a career in commercial liability insurance coverage?

When I initially started in the business, I made the move to put myself into a better career position along with putting myself and my family in a better situation. Fast forward 5 years and the connections and friendships I've been able to build with my clients and having the ability to help with their business that they have worked so hard to build is very rewarding.

4. Why should minority and women, LGBTQ, veteran, and Service Disable Veteran Owned Businesses give you a call?

I'm not the average insurance broker who is just going to provide you with a quote at the lowest possible price. I am going to learn as much as I can about you and your business and provide you with the best coverage for your specific needs. I will challenge you and make sure you understand why the coverage is needed and the effects it could have on your business if not covered properly.

5. Why is it important to be truthful when applying or exercising liability insurance?

It is very important to be truthful when applying for insurance. It is important for me to learn as much as I can about your business, however I only know what you tell me. If the client is not truthful with me, they run the risk of not having the proper coverage put into place, which could result in a catastrophic loss that could possibly put a business out of business.

6. What affect has COVID-19 had on your industry?

The biggest effect COVID-19 has had on my industry is the ability to meet with clients and prospects in person. I feel that in person meetings allow for better relationship building. Also, COVID-19 has been tough on many people, and I have unfortunately seen some of my clients and friends be forced to close their doors.

Exclusive Interview with Kyle Moffitt

- 7. If a trade contractor suddenly wins a new scope of work that is not covered under their existing policy coverage, what should they do next? And if they do nothing and an unfortunate loss occurs resulting in a claim, how would Assured Partners treat it?**

The first thing they should do is make sure they have all the Insurance Requirements for the new scope of work/job. Next, they should have a conversation with me so I understand exactly what the work entails so we can make sure to make the proper changes to their existing coverages. If they do nothing, they run the risk of having a loss that would not be covered.

- 8. How do you interface with the surety side of the business?**

I partner with the surety side of the business by helping get business approved on the bonding side of things while adjusting their insurance needs as they grow their business and are awarded more jobs. Bonding is another added Value Assured Partners provides that helps our clients grow their business.

- 9. How do you deal with stress from the job?**

I would describe my personality as being even keel, and I'm fortunate enough to be able to manage my stress pretty well. Good stress relievers for me are, spending time with my wife and daughter, a good workout, or a round of golf normally does the trick.

- 10. Is there an upside for African American professionals in the commercial liability insurance industry? If so, why?**

There are not many minority Insurance agents that I have met in my 5 years working in the industry. I really enjoy being able to work with minority business owners and help/watch them build successful businesses.