

# Buying Power Without Sacrificing Service



A national home improvement chain pays a lot less for a box of nails than your local mom-and-pop hardware store does. But the employees of the mom-and-pop store listen to what you want and use their expertise and experience to make sure you get just the products you need, so you don't have to guess.

Just like everything else, insurance costs less when you buy in volume. In the world of business insurance, smaller businesses may lack the buying power of corporate giants, and so miss out on better rates and products. On the other hand, bigger businesses are treated like corporations and don't get the individualized attention from their agents that their smaller counterparts enjoy.

# Strength In Numbers:

## The Benefit of Strategic Alliances

The nation's largest insurance carriers want to work with agents that can send them a lot of business. That leaves out many small agencies. However, Glenn Goodwin & Associates has joined forces with other agencies throughout the state to create a single entity with exceptional buying power. An entity that the big insurers want to do business with.

That means that while you still get the individual attention you'd expect from your local insurance agency, you get the buying power of a big agency. That buying power means better products and the very best rates in the industry.

# Pinpointing Your Needs With Highly Personalized Attention



Your business needs an insurance agency that's willing to become fully educated about what you do. Larger agents don't have the time to devote to one client's business.

But Glenn Goodwin & Associates makes it a point to understand the specifics of your business, your location and your industry, so that we can make the best recommendations about the coverage you need, and what you don't need.

We'll never try to sell you a "one size fits all" policy. We take the time to understand your business and its needs as well as we understand the insurance industry. So, even though you may not know exactly what you need, we do. We'll make sure that your insurance has you covered everywhere you need to be.