

# Why Do Producers Want to Join Lawley?

With a proven method of training and development, our salespeople are able to deliver superior products to their clients and reach their sales goals.

If you are looking for flexibility, financial success, outstanding benefits, and a **"work hard, play hard"** culture that continuously provides educational and professional challenges, look no further than Lawley.



FAMILY-OWNED  
& OPERATED



OVER 60 YEARS OF  
GROWTH & SUCCESS



51<sup>ST</sup> LARGEST  
BROKER NATIONALLY

## What Does Lawley Provide?

- Amazing bonus and referral programs. Additional incentives for high achievers.
- Utilize Lawley's specialists in:
  - Risk Management (Claims & Safety)
  - Surety
  - D&O/Cyber/Professional
  - Captives
- Employee Benefits division with 100+ team members
  - In-house Underwriting, Wellness & Compliance
  - Proprietary Private Benefits Exchange
  - Expertise with Captives, Consortiums/Trusts
  - Retirement, Medicare & Prescription Benefits divisions
- Industry-specific practice groups in Construction, Auto Dealers, Not-for-Profits, Municipalities, Manufacturers, Real Estate, etc. Become an expert in your niche.
- Expansion of practice from P&C to Employee Benefits to Personal Lines. Strong cross-sell culture for higher profits.
- Support from administrative teams including Accounting/Finance, IT, HR, Sales and Marketing leads to improved efficiencies, high payoff activity and sales gains.

## Finding Your Comfort Level

We built a successful model that allows producers to maintain & grow equity with their book of business while focusing on what they do best: sales. **Our 60+ year track record** of successfully developing & mentoring salespeople allows individuals who work with Lawley to feel comfortable and successful.



*"When you work for Lawley, every day is something new. From helping clients avoid potential liabilities to being mentored by an amazing team of professionals, Lawley has everything you need to thrive."*

**Michael Szymoniak**  
Lawley Employee Benefits Consultant

Learn More About  
the Benefits of  
Joining Lawley

[go.lawleyinsurance.com/joinlawley](https://go.lawleyinsurance.com/joinlawley)

Lawley

INSURANCE | EMPLOYEE BENEFITS

# Work With Lawley

Lawley is a family-owned, independent broker and is recognized as the **51<sup>st</sup> largest broker in the country**, according to *Business Insurance's* 100 Largest Brokers List. We have the resources, market access and industry expertise necessary to stay competitive nationally and we are continuously re-investing back into our team. Consistently ranked by our staff as one of the **Best Places to Work** by *Business Insurance*, we truly believe that our people are our most valuable asset.

“Our producers are in total control of their destiny. We surround our team with the best industry resources and provide every opportunity for them to succeed – even with the potential of earning equity as a partner at our firm. There really is no limit to the success you can achieve here at Lawley.”

**Mike Lawley**  
Lawley Principal

**20+**  
PARTNERS

**65+**  
PRODUCERS

**11+**  
LOCATIONS

**400+**  
EMPLOYEES

**8+**  
PRACTICE GROUPS

**Ready to Start the Conversation?**



**Chris Ross** | Lawley Principal

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WHO WE ARE

Lawley is a dynamic, independent firm of insurance professionals specializing in property and casualty, employee benefits and risk management consulting. We protect assets and minimize risk to help our customers avoid financial hardship. We strive to be the partner of choice for customers, insurance carriers and employees looking for long-term relationships built on a foundation of trust.

- Relationship building
- Respect and integrity
- Accountability
- Passion
- Commitment to our community

**Learn More  
About Lawley**

[go.lawleyinsurance.com/joinlawley](http://go.lawleyinsurance.com/joinlawley)

**Lawley**

INSURANCE | EMPLOYEE BENEFITS