



Our Organizations:

Alliance of Nonprofits for Insurance, RRG (ANI)
Nonprofits Insurance Alliance of California (NIAC)
National Alliance of Nonprofits for Insurance (NANI)
Alliance Member Services (AMS)

To Our Valued Brokers and Agents:

Welcome to Nonprofits Insurance Alliance®.

As a broker representing nonprofits, you have a unique responsibility. 501(c)(3) organizations support the education, economic stability, artistic development, health and wellbeing, and animal and environmental stewardship in our communities. At a time when commercial insurers are unable or unwilling to provide the coverages nonprofits need to operate, you have chosen to marshal your resources and talent to support the work of charitable organizations by connecting them to the best insurer possible. In a hardening market, you've chosen the difficult work of finding the right insurance for your nonprofit clients, so that they can continue to feed, clothe, and shelter—as well as inspire, enlighten, and empower—the most vulnerable populations of our communities.

Your unique responsibility is accompanied by unique challenges. NIA has created this package to help you place your clients with an insurer who understands nonprofit risks, provides stable and reliable pricing, and has a vested interest in helping you achieve your organizational goals. After all, with high ideals for yourselves, it's only reasonable that your standards for your partners are equally high.

When insurers under the NIA brand formed 30+ years ago, we were successful due in no small part to the dedicated work of small, independent brokers who believed in our potential, loved the work of their clients—and *loved* working with us! Now, through the realization of our mission, we've also earned the confidence and trust of midsized and large agencies. This package is a result of cultivating long respected and appreciated relationships with brokers like you.

- In *Working with Us*, you'll find everything you need to conduct business with us smoothly and efficiently.
- *Our Coverages* highlights our NONPROFITS OWN® insurance policies that we've created especially for nonprofits and their specialized needs and unique budgets.
- *For Nonprofits* equips you with sales tools for your clients. We highlight our terrific risk management resources, free and discounted services, our loan fund for California members, and our grant fund for risk management projects. Our member services are a great example of how we support the health and sustainability of nonprofits.
- Finally, read and share the *Overview* section to learn more about our 30+ year history, financial highlights, and affiliations, as well as our solutions to the unique risks facing the nonprofit sector.

NIA is the nation's leading insurer exclusively serving the nonprofit sector. We insure 22,000+ nonprofits, and, in the most recent year, our members paid us the highest compliment with a retention rate of 92%. We are the insurer of choice for nonprofits due to our financial strength, member services, and enduring commitment to the 501(c)(3) sector. All insurers in the NIA group brand are 501(c)(3) nonprofits with an AM Best Rating of A IX (Excellent), so you can rest assured you are working with a well-regarded insurer. For over three decades, we've been in the business of ensuring the success of nonprofits and brokerages. We look forward to continuing that legacy with you.

Sincerely,

Pamela E. Davis
Founder, President, and CEO
Nonprofits Insurance Alliance

Main Address:

NIAC / AMS
P.O. Box 8507
Santa Cruz, CA 95061

Statutory Office:

ANI / NANI
135 Allen Brook Lane, Suite 101
Williston, VT 05495



800-359-6422

insurancefornonprofits.org

NIAC, ANI, and NANI are AM Best A IX (Excellent) insurers with 501(c)(3) nonprofit status. Nonprofits Insurance Alliance® is a brand of Alliance Member Services®. © AMS. All rights reserved.