


## ---CTYIP MEMBER SUCCESS STORY---

After attending a 2017 CTYIP Board Meeting, PHLY Marketing Rep Brad Barcusky was networking with Ryan Kelly, an independent agent from Merit Insurance. Ryan was working on quoting a fitness center but was having challenges placing the account.

Being a class PHLY loves to write, Brad was able to respond quickly to the needs of Ryan's prospect and return a competitive quote in one day.

*"It was premium we like, in a class we like. A win, win for everyone and more importantly, our first business placed together! Since then we have gone on to quote larger accounts together including a fuel oil dealer."*

*—Brad Barcusky, PHLY Marketing Rep*



"Getting to know Brad at YIP events has definitely helped strengthen our relationship. I am much more inclined to place business with someone I know and trust."

Ryan Kelly, Merit Insurance

"When it comes to placing business, service and price are at the top of most agents and customers lists. PHLY does a great job with quick response and turnaround times, as well as competitive pricing" says Ryan Kelly.

This has opened the door for Brad to continue to grow with a PHLY Select Agency by establishing a bond with a newer agent and building a relationship to actively prospect and grow business together!



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