

## BROKER'S BROKER

**KEVIN KENNEDY** has been a licensed insurance agent in Ohio since 1989. Kevin obtained his LUTCF professional designation in September 1992. He is licensed to sell all lines of group and individual health, life and ancillary benefits. Kevin has been a member in good standing of both the Columbus Chapters of NAHU and NAIFA for over 10 years. He resides in Powell and is a member of the Powell Chamber of Commerce.

Kevin joined the MIS team as a Broker's Broker in 2003. In that time Kevin has gained the respect of the agents he represents. Here are a few testimonials from those agents:

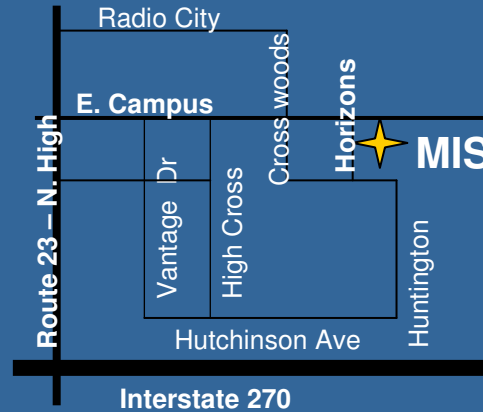
*"By utilizing the services of a BB, I was able to service all my clients' needs and focus on what I do best - P&C insurance."*  
P & C Agent

*"The excellent service and expertise offered by the BB complimented my own high standards. My client's comments were very favorable. I wouldn't hesitate to use the BB again in the future."*  
Financial Planner

### CONTACT INFORMATION

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MIS office: 614-431-1899, ext 207  
[kkennedy@mayinsurance.com](mailto:kkennedy@mayinsurance.com)

May Insurance Services, Inc stands behind all business referred by our Broker partners.



I-270 (North Outer belt) to US-23N  
At the first light,  
turn RIGHT on Campus View Blvd.  
Turn RIGHT on Horizon Dr  
(before the overpass)  
and LEFT into the first parking lot

### May Insurance Services, Inc.

*"A BrokerNet, Inc. Affiliate"*  
355 E. Campus View Blvd.  
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Rev 1/12/12

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MIS  
MAY INSURANCE SERVICES, INC.

*"A BrokerNet, Inc Affiliate"*

**MAY INSURANCE SERVICES, INC.** is a full service brokerage agency that was established in 1990 to serve hundreds of agents in the Central Ohio area.

**MAY INSURANCE SERVICES, INC.** is one of seven general agencies that constitute BrokerNet, Inc. This affiliation gives MIS, and you, "strength in numbers" and more leverage with carriers.

**BROKER'S BROKER (BB)** is one of the services provided by May Insurance Services, Inc. This service or relationship will allow you to provide your clients with valuable medical and other ancillary benefits.

Here are some of the many advantages of working with a **MIS BROKER'S BROKER:**

- **BB** helps your agency be a **ONE-STOP** shop.
- **BB** is **knowledgeable** with **extensive** background in the health and ancillary product marketplace.
- **BB** has **access** to all the products MIS offers (refer to summary on the right).

- **BB** has the **support** of an extensive and experienced staff at MIS. This support is available "to you" without the overhead.
- **BB** helps you with your **time management**.
- **BB** does **ALL** the work...
  - Administration
    - Enrollments
    - Terminations
    - Service calls
    - Employer questions
  - Employee meetings
  - Renewals
  - Shop coverage
  - Claims issues
- **BB** allows you to **concentrate** on your core business.
- **BB** helps you **protect** your block of business. Don't let the competition "sneak through the back door."
- **BB** provides **continuity**. You build a trusting relationship with that ONE "dedicated" broker who will service all your future needs.

**Start TODAY -  
get these advantages  
and more!**

PRODUCT PORTFOLIO

**GROUP**

**MEDICAL  
DISABILITY  
PAYROLL DEDUCTION  
AND VOLUNTARY PLANS  
DENTAL/VISION**

**MISC. SERVICES**(COBRA Administration, Health , Reimbursement Arrangements (HRA), Voluntary Products Enroller, Section 125 Administration)

**INDIVIDUAL**

**MEDICAL  
MEDICARE PRODUCTS  
LONG TERM CARE  
DISABILITY  
DENTAL/VISION  
ANCILLARY**

BUILD-A-BLOCK AGREEMENT

**BB** provides you with an additional source of income through the **Build-A-Block** agreement.

For individual business you can receive referral gift cards. With group business, you receive ongoing commission. This commission continues to be paid as long as the group remains in force. This commission increases as your block of business grows!

**It PAY\$ to work with a  
MIS Broker's Broker!**