

Managing
General Agents'
Association

MGAA

MGA MEMBER BENEFITS

FOCUSED ON DELIVERING
VALUE TO MEMBERS

Benefits of membership of the Managing General Agents' Association



Background

The MGAA is the only UK and ROI trade association that represents, develops, educates and promotes the UK MGA market and its members.

Formed in 2011, the MGAA works to provide a better understanding of the role of MGAs and the contribution they make to the insurance industry, and to drive best practice in the sector.

We look to drive innovation and the highest standards within the insurance sector; creating a body that enhances sustainability, effectivity and authority of our MGA members.

Being a not-for-profit organisation, we always put the needs and aspirations of our members first.

Our Board includes a balanced and diverse representative of elected directors from the MGA community, supported by five dedicated committees and a full-time executive team.

The MGAA has a strong and vibrant Supplier membership providing products and services to members, plus a distinct and critical membership tier of Market Practitioners who either provide or arrange capacity for MGAA members.

Our mission

To relentlessly represent all our members, in the UK, Gibraltar and Republic of Ireland MGA markets, raising professional standards, enabling profitable growth and an increased understanding of the entrepreneurial dynamics of the MGA community.

What we do

The MGAA:

- Works proactively to improve the MGA sector's **professionalism**, stability and competitiveness
- **Promotes** the UK, ROI and Gibraltar MGA sector through good PR and communications
- Seeks opportunities to promote **training, education and high standards** of products and services
- **Conveys the views** of its members to UK and European parliaments, government departments, regulators and other relevant insurance organisations
- Hosts a programme of member **forums** covering; Compliance & Governance, Technical Claims, Technical Underwriting and Lloyd's Market
- **Represents** members' interests in negotiations with bodies whose rulings, regulations or controls may impact members
- Sets **best practice guidelines** to assist members in ensuring the stability, security and reputation of their MGAs
- **Assists** insurance carriers that support MGAs to maintain the stability, security and reputation of their binding authority arrangements

As an MGA member you are the core of the MGAA community. As your Association we strive to consistently deliver value and provide you with a strong representative voice, both highlighting and promoting the crucial role MGAs play in the insurance industry.

Included with your membership



Training and development

Committed to raising awareness of high standards of professionalism and expertise in the sector; we provide tools to support training, education and attaining qualifications.

- Discounted access to our tailored online learning platform, MGA Assess – developed jointly with the CII with specific modules relevant to MGAs. Free 14-day trial available. One free annual licence
- Access to our Market Briefing programme which is both educational and informative on topical issues and challenges faced by the market. A mixture of free online and face-to-face events, which are also available on the MGAA YouTube channel, the members' area of the MGAA website and MGA Assess. The majority of these Market Briefings are accredited by the CII for CPD hours
- Support in attaining the Chartered Insurance Underwriting Agent title – developed by the MGAA in collaboration with the CII, it demonstrates commitment to high standards of professional practice and an inherent attraction when it comes to acquiring and retaining quality talent
- Opportunity to attend Next Gen group activities focusing on the development of our future leaders this includes training and talent initiatives, topical seminars and workshops, mentoring schemes and networking events
- Use of the coveted MGAA logo as a badge of excellence, signifying your involvement with and support of the Association and MGA community

NB: The market briefings are not currently accredited by the Insurance Institute of Ireland.

Giving you a voice

We engage with regulators, policymakers and other key trade associations across the insurance market. We represent and take action to protect our members' interests.

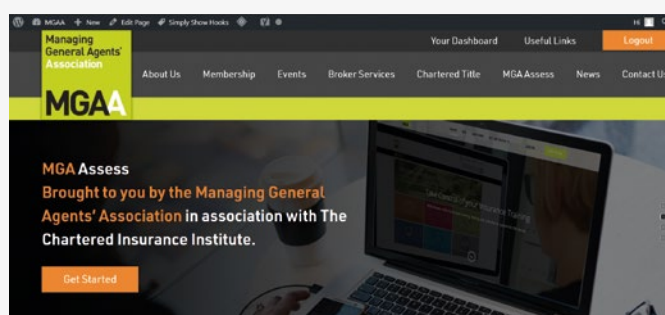
- Engage with FCA, CBI, GRA and other bodies to challenge directives
- Deliver regular Compliance Forums to highlight and identify relevant issues to be raised with appropriate regulatory body
- Respond on behalf of members to FCA, CBI and HM Treasury Consultations, discussion papers and questionnaires
- Annual open door event – FCA update members on upcoming plans
- Respond to members' queries on regulatory requirements
- Regular meetings with the regulatory and other bodies – enabling advanced warning on upcoming initiatives and potential member impact

Included with your membership

Information and insight

Keeping you informed and helping you communicate with the MGA community

- Bi-monthly newsletter keeping you up to date on activities
- Publish Regulatory newsletter
- Publish Regulatory Calendar – on a monthly and quarterly basis highlighting all key regulatory activity and deadlines
- Ongoing information sharing on regulation, practices and market issues
- Access to the member directory allowing you to search for specific Market Practitioners or Suppliers
- Online resources specifically designed for guidance and information for the MGA market
- Exclusive access to the member-only areas of the website including video recordings, resources and offers
- Preferential access to market research
- Opportunity to raise awareness and communicate key messages amongst the MGAA member community via email campaigns, articles, blogs, thought leadership papers and newsletters etc
- Entry on our member directory – enabling companies to find you
- Sponsorship opportunities to elevate your brand
- Access to help and support from the executive team



Included with your membership

Networking and exchange of views

The MGAA holds a range of events providing the opportunity to network with your peers, Market Practitioner and Supplier members, from member-only market briefings to our flagship Annual Conference with influential keynote speakers.

MGAA events are also CII accredited for CPD points, for your ongoing professional development.

- Invite to our one day, annual conference – network and build relationships with the MGA community, generally attended by around 700+ delegates
- Participate in our regular Forums focusing on Technical Underwriting, Technical Claims, Compliance and the Lloyd's market
- Free participation in our Capacity Exchange – a platform to bring MGAs together with Market Practitioners to discuss risk appetite and capacity opportunities
- Connecting you with brokers seeking MGAs through our successful Meet the MGA Market event, held regionally
- Access to networking events specifically organised for the membership
- Access to a strong growing network of selected and established Market Practitioners and Suppliers to add value and facilitate successful business
- Discounted rates for industry events and conferences e.g. ABI Annual Conference

NB: MGAA events are not currently accredited by the Insurance Institute of Ireland..

Exclusive to members

Access to preferential offers, schemes and discounted products/services from our Market Practitioner and Supplier members, along with exclusive benefits and discounts selected and negotiated by us on your behalf. Below is a sample of current offers:

- Discounted subscription to some insurance publications
- Free PR consultation – to help deal with an adverse client, social media or journalist enquiry
- Discounted outsourced HR services
- Free consultation on data and analytics
- Complimentary workshops on data, digitilisation and automation
- Discount on IT product build
- Free access to location intelligence consultation

Joining the MGAA is one of the most important decisions you'll make this year and also one of the most cost effective. Be a part of a community that works together to build and promote this specific niche segment of the insurance market.

To become a full MGA member your business must be a regulated insurance agency whose primary function and focus is the provision of underwriting services and whose core fiduciary duty is to its Insurer principal. All of our members must align to the MGAA Code of Conduct as part of becoming a member.

For more information about any of these benefits, or to find out how the membership works please contact Julia Coakley, Head of Operations, julia.coakley@mgaa.co.uk

Promoting MGA members in 2021

Website traffic



Visitors
59,850



Page views
270,447

Events



Market briefings
62



Online events
1



Face-to-face events
2



Attendees
4,685

Social media



LinkedIn followers
4,649



LinkedIn impressions
197,028



Twitter followers
1,827



Twitter impressions
96,565

In the press



Interviews
23



**Appearances
in the press**
85

Managing General Agents' Association
8th Floor, 1 Minster Court, Mincing Lane,
London EC3R 7AA

T 0207 617 4443
E info@mgaa.co.uk

www.mgaa.co.uk