



IIABCAL Welcomes Newest Associate Member - Pathpoint

PLEASANTON, CA, March 19, 2021 - IIABCAL welcomes its newest associate member, Pathpoint, a San-Francisco-based surplus lines brokerage, licensed country-wide and a coverholder at Lloyd's of London. Pathpoint distributes admitted and non-admitted products to independent retail agents, like IIABCAL members, on behalf of best-in-class non-admitted carriers across multiple lines of business.



and broker be more efficient and reduce agency costs.

Founded in 2017 as a startup incubator, Founders Bobby Touran, Alex Bargmann and Jay Palekar worked together to create an E&S market software that would help retail agents

"Retail agents submit one online application, and get multiple non-admitted quotes, instantly, from multiple top-rated carriers," Touran said. "There are no fees, no software to download, and no minimums - agents can get started quoting immediately."

"Pathpoint's products currently include General Liability and Cyber, with LRO launching next month," he said. "Featured appetite includes a reduced question application for Contractors and Cyber, where agents can get multiple non-admitted quotes in under two minutes."

According to Touran, Pathpoint's mission is to make the process of getting competitive E&S quotes more efficient for retail agents, allowing them to better serve their clients. "Pathpoint's technology solution has been built by top engineers, working with insurance industry veterans, to ensure that the solution not only works well, but meets the evolving needs of agents," he said.

To learn more about appetite details and recent wins, visit www.pathpoint.com

Why Join IIABCal?

"As a San Francisco based surplus lines and technology company, we chose to join IIABCAL to connect with innovative agents in our home state of California," Touran said. "As the Golden State's largest independent insurance producer association, we are excited to start meeting member agents and broker in person, hopefully soon."

The Most Important Issues Facing The Industry

"Independent agents face a difficult operating environment with more standard carriers pulling back from business that they would normally write, and with the rate-environment also hardening, more and more business is going into the surplus lines market," he said. "As a result, independent agents need to be more efficient than ever as they go through additional steps to deliver the best coverage for their clients. Technology is the key to efficiency."

Biggest Opportunities Available to the Independent Insurance Agency System

"The biggest opportunity today is doing more for the clients you already have, and being as efficient (profitable) as possible," he said. "More carriers are digitally enabled than ever before, but what is missing is clear destinations through which agents can access those streamlined, digital placement solutions. Rate/quote/bind/issue all online is quickly becoming the norm, and agents should move quickly to adopt these new solutions, because it will help the agents do more with less."

Who Is IIABCal?

Independent Insurance Agents and Brokers of California advocates on behalf of independent insurance brokers and agents in California with vision, leadership and innovation by leveraging the power of uniting members to accomplish objectives otherwise unattainable individually. IIABC strives to provide every member with access to many unique benefits and services.

Members enjoy exemplary state and national legislative representation; a variety of conferences, conventions and forums that bring agents and brokers together to share, listen and learn; an extensive professional education program focusing on agency management training; a comprehensive communications program; and products and services for members to use in their business operations, as well as to provide to their clients.