

**BUSINESS | AUTO | HOME | NON-PROFIT | BONDS | HEALTH | LIFE**



**MORANINSURANCE.COM**

# AN INDEPENDENT ADVANTAGE

AS AN INDEPENDENT INSURANCE AGENCY, WE WORK FOR YOU.  
WE WORK WITH MORE THAN 40 HIGHLY RATED INSURANCE  
COMPANIES TO BRING YOU THE BEST COVERAGE AT A  
COMPETITIVE PRICE. WE WILL OFFER YOU OPTIONS THAT  
PROVIDE YOU THE BEST PROTECTION FOR YOUR SPECIFIC NEEDS.  
OUR COMMITMENT IS TO PROVIDE YOU THE MOST EXCEPTIONAL  
EXPERIENCE - EACH AND EVERY TIME.

## AREAS OF SPECIALTY

### Personal Coverage

Homeowners | Condo | Secondary Home  
Automobile  
Motorcycle | ATV  
Renter's Insurance  
Watercraft | Aviation | Yacht  
Umbrella Liability  
Jewelry | Art | Collectibles  
Solutions for High Net-Worth Individuals  
Flood

### Business Coverage

Property & General Liability  
Workers' Compensation  
Business Auto  
Surety Bonds  
Professional Liability  
Management Liability  
Directors & Officers Liability  
Cyber Liability  
Specialty Programs

### Life and Health Planning

Life Insurance  
Disability Insurance  
Long-Term Care Insurance  
Key-Man Life Insurance  
Group Health & Life Insurance  
Supplemental Insurances

## OUR MISSION

We are committed to excellence; delivering unparalleled customer service and innovative solutions for the unique insurance and risk management needs of our clients.

### We pledge to our...

#### Clients

- We will deliver client service at a level exceeding expectations, which will differentiate Moran Insurance from our competitors.
- We will be 100% responsible to our client – listening to our client’s needs, demonstrating the necessary sense of urgency, taking ownership of our service level commitment and connecting to the right solutions.
- We will develop a solid business partnership through the relentless pursuit of innovative solutions.

#### Community

- We will be a recognized resource for leadership and service within our community and our industry.
- We will promote community service and afford our associates the opportunity to give time and effort to the charitable organizations of their choice.

#### Associates

- We will empower our associates with the tools, resources and decision-making authority to best serve our client needs.
- We will maintain an environment that encourages learning and intelligent risk-taking; an environment that challenges our associates to be proactive in problem solving and diligent in finding the right solutions.
- We will foster a team-oriented atmosphere where co-workers and clients are treated with dignity and respect at all times; diversity is embraced and collaboration is leveraged.
- We will consistently recognize and reward efforts of excellence, “above and beyond” performance.
- We will promote a self-defined balance of professional and personal life through our training and benefit programs.

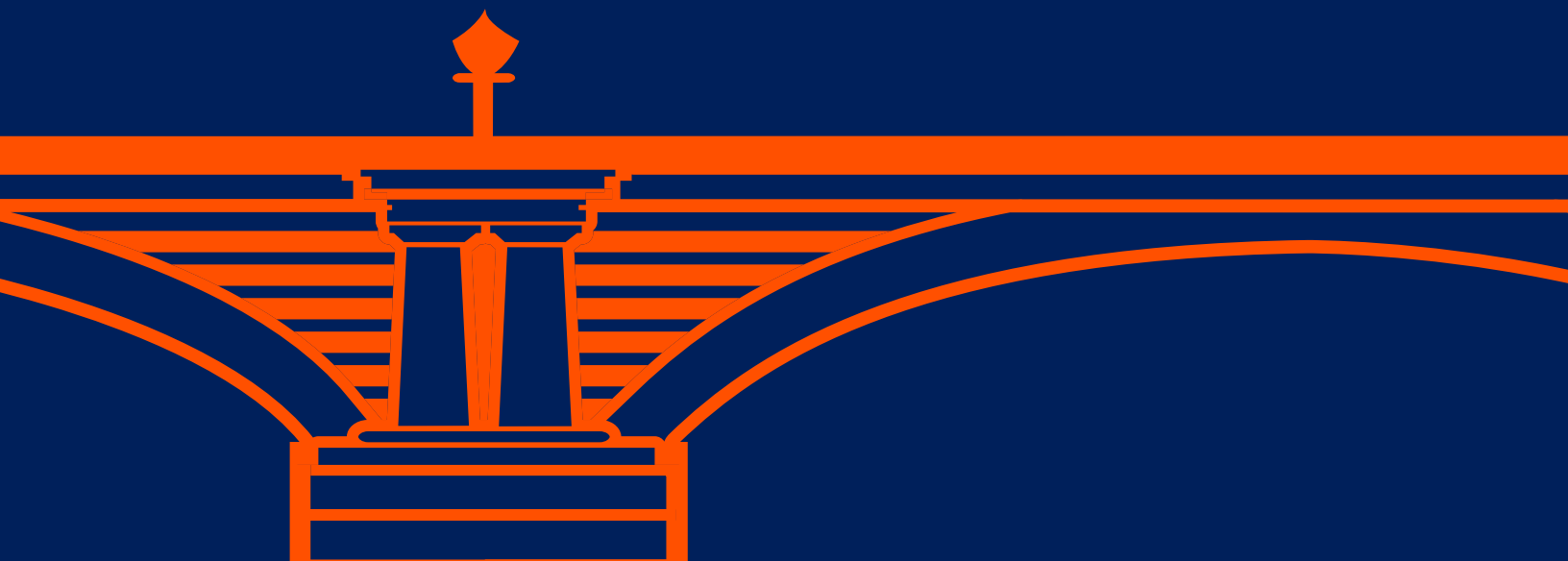
# BUILDING BRIDGES FOR LIFE

Marc Dorman and Matt Lehmann have grown Moran Insurance to its present size by attracting highly qualified insurance professionals and earning a prominent standing in the business community. Our team of experienced agents, associates and support staff are structured around several areas of expertise to ensure our clients receive the best possible insurance consultation and customer service.

Today, the company serves the needs of more than 4,000 individuals and businesses throughout Anne Arundel County, Metropolitan DC, Baltimore and the Eastern Shore and the Mid-Atlantic region. We serve a broad array of businesses, which vary significantly in terms of size and industry focus.

We also carry a full complement of personal insurance lines to effectively meet the needs of our individual clients.

Moran Insurance is Currently Licensed in the following States:  
MD, DC, VA, AZ, CA, CO, DE, FL, LA, NH, NJ, NY, NC, OH, OR,  
TN, PA, SC, TX, UT, WV, WA



## WE WORK FOR YOU

Representing a carefully selected group of financially sound, reputable insurance companies, we place your insurance with the company offering the best coverage at a competitive price. We are by your side when a loss occurs and work to see you get a fair, prompt payment. Our Expertise is based on an experienced professional staff and a serious commitment to our clients and our community.

Licensed in 22 States, Moran Insurance acts as a Representative for many of the world's finest companies including:

AARP Insurance Programs, ACE, Aflac, AIC, Allied, Allrisk, American Collectors, Amerisafe, AmTrust, Builders Mutual, Chesapeake Employers' Insurance, Chubb, CNA, Dairyland, Eastern Alliance, Employers', Encompass, FCCI, Fireman's Fund, Foremost, Guard Insurance, Hagerty, Hartford, Harleysville, Heacock, Kemper, Liberty Mutual, Lititz, MainStreet, National Flood Program, Ohio Casualty, Progressive, Philadelphia Insurance, PURE, Safeco,

## GIVING BACK

We believe in giving back to the community that we serve. When an entire organization comes together to help, the result can be extraordinary. There are countless organizations that need assistance from caring volunteers. Below is a list of organizations that we have become active participants.

### NON-PROFIT & COMMUNITY AFFILIATIONS

Annapolis and Anne Arundel County  
Chamber of Commerce  
Anne Arundel Medical Center  
Bosom Buddies  
CASA  
Chesapeake Bay Savers  
Greater Severna Park & Arnold Chamber of  
Commerce  
Habitat for Humanity  
Hospice of the Chesapeake  
Pasadena Baseball Club  
Independent Agents & Brokers  
Make-A-Wish Foundation

Maryland Arborist Association  
Moran Lead Academy  
Opportunity Builders, Inc.  
Providence Center, Inc.  
Queen Anne's County Chamber of  
Commerce  
Restaurant Association of Maryland  
Royal Blue Club  
Severna Park Community Center  
Saint Mary's School  
The Touchdown Club of Annapolis  
The Y of Central Maryland  
YWCA



## TECHNOLOGY ENHANCES OUR CUSTOMER EXPERIENCE

Technology allows us to deliver more accurate and timely service that is convenient to our customers. Paperless options increase efficiency and help save trees. Our easy to navigate website has all the information that you need.

Our mobile app adds a level of convenience and service unparalleled in our industry. Some of our app's features allow you to easily:

- File A Claim
- Make a Payment
- Get help on the Road
- Upload pictures at time of claim
- Connect to customer service
- Request a quote
- And so much more

We use our social media platforms to honor our employees, our clients, provide breaking news and deliver practical advice in advance of an adverse event. We welcome your reviews and hope that prospective customers look to our reviews on popular sites like White Pages, Yelp and Angie's List to see how others' experiences can help you to decide why Moran Insurance is right for you.

# THE MEETING SPACE

AT  
MORAN INSURANCE

## A UNIQUE CONFERENCE ROOM

The Meeting Space at Moran Insurance is a new state-of-the-art conference and meeting room designed for board meetings, workshops, training, and small business meeting needs. We have designed it for clients and business partners that are in need of a private meeting space outside their individual offices.



### Features Include:

- Large conference table...
- Wireless high-speed Internet
- 60 – inch Smart TV and DVD player
- Apple TV and other integrated applications
- Private restroom
- Kitchen access
- Private entrance
- Ample parking

The Meeting Space is available by the hour or by the day. Moran Insurance clients enjoy client appreciation pricing on all rentals.

For more information or to book The Meeting Space, please call or email.

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