



Daniel J. Devlin is the President of *Devlin Consulting, LLC*.

A veteran insurance consultant, Devlin was Managing Officer for 12 years of the Agency Consulting Division of the Travelers. He is a frequent speaker at Agency Management and Business Valuation seminars. Devlin earned his Bachelor Degree from La Salle University in Philadelphia, Pennsylvania and his MBA in Finance from Rensselaer Polytechnic Institute in Troy, New York. Articles by Devlin have been published in several state association magazines, *The Standard* (New England's Insurance Weekly) and the CPCU Society's Agent & Broker Solutions.

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## Thinking of Selling Your Agency?

### Read How to Obtain a Premium Deal

While every insurance agency owner strives to have their firm prosper and perpetuate, the time may come when the best perpetuation option is to sell the business to an outside buyer. Is that time "now" for your agency? If unsure, keep in mind that "now" is definitely a seller's market. However, obtaining the highest possible sale price and favorable terms will require the outside consulting services of *Devlin Consulting, LLC*. Our professional and discreet multi-step process positions our selling clients to receive a premium value. Below find details on the approach we follow as part of our unique agency sale process:

» **Confidentiality** – Our process is confidential. The name of your agency is not disclosed to potential buyers without your permission.

» **Interested Buyers** – We will not bombard you with prospects who are only "window shopping." We screen prospects and make every effort to introduce only serious buyers.

» **Targeted Marketing** – We target and screen buyers based on their motivation to buy an agency with your business profile and geographic locale.

» **Professional and Experienced** – *Devlin Consulting, LLC* has 20+ years of experience in the merger and acquisition field. We pride ourselves on providing the highest level of quality, professional consulting services.

» **Systematic Process** – We utilize a systematic, customized approach for each client. We will serve as a trusted advisor throughout the entire process, looking out for your interests.

» **Agency Value** – To obtain the greatest sale price for our clients, we perform extensive analysis and develop a custom prospectus that reflects the positive attributes of a seller's operational, sales and financial positions. This prospectus is only shared with serious buyers who sign a non-disclosure agreement.

» **Negotiations** – We negotiate for you to achieve the highest possible price.

Where to begin? Call us "now" for a confidential, free no-obligation preliminary assessment of your agency's market value. We stress the word "now" in light of the always pending threat in Washington, DC of an increase in tax rates.