

# EVOLUTION INSURANCE BROKERS



**Evolution Insurance**

Brokers see the purpose and function of CHART as a forum to create business that is mutually beneficial, while also recognizing the competitive edge it gives them in the market.”

by Tyler Cichewicz

Success usually follows when a business finds ways to create mutually beneficial relationships and outcomes for themselves and others. This is true for Evolution Insurance Brokers, a full service excess and surplus lines brokerage that offers an array of products and services directly to consumers. The foundation of the brokerage’s success is in their ability help individuals and businesses access the excess and surplus market.

Flexibility and resilience are central to Evolution Insurance Brokers’ ability to craft customized coverage solutions for a wide breadth and scope of hard to place risks. Specializing in placing distressed, nontraditional and challenging risks, Evolution Insurance Brokers has become a source individuals and businesses depend on for insurance solutions.

**The Opportunity In Challenge**

Paul Kulon, a marketer at Evolution Insurance Brokers, says, “Whether a hardening or softening of the standard market, the emergence of new risks and trends or the shifting

needs of our clients, Evolution Insurance Brokers is able to see the opportunity in any challenge.”

Evolution Insurance Brokers uniquely situates itself as a brokerage within Prime Insurance Company, an excess and surplus lines carrier, which gives Evolution Insurance Brokers direct access to underwriting expertise and risk management assessments. This access allows Evolution Insurance Brokers to be responsive to changes in the market in ways other brokerages cannot.

Much like any business, plateaus are abhorred at EIB. Evolution



## Coverholder at **LLOYD'S**

*"Lloyd's is the world's specialist insurance and reinsurance market, bringing together an outstanding concentration of underwriting expertise and talent. It is often the first to insure emerging, unusual and complex risks."*

*Around 80 syndicates are underwriting insurance at Lloyd's, covering all classes of business. Together they interact with thousands of brokers daily to create insurance solutions for businesses in over 200 countries and territories around the world. Lloyd's insures the majority of FTSE 100 and Dow Jones industrial average companies."*

From the EIB website:  
[www.eibdirect.com](http://www.eibdirect.com)

Insurance Brokers aim to grow and improve their business in ways that will enhance their responsiveness to the market others depend on.

"We strive to be seen as a trusted resource for those in the property and casualty insurance lines of business," Kulon says.

Kulon's remark is prefaced by Evolution Insurance Brokers' tireless

work ethic to raise its profile among businesses and individuals as a premier and distinguished excess and surplus lines brokerage. Their effort centers on a commitment to customer service and capacity to provide insurance solutions that are seldom found elsewhere.

### Coverholder Status

Coverholder status with Lloyd's of London has been one way Evolution has raised its profile. The connection to Lloyd's alone gives additional credibility, but the real value for Evolution Insurance Brokers is the outstanding concentration of underwriting expertise and talent Lloyd's affords. Since Evolution Insurance Brokers constantly strive to strengthen its relationship with Lloyds and expand opportunities with U.S. insurance professionals, joining the CHART Exchange is an obvious choice.

"As Early Adopters," Kulon says, "We see promise in the CHART mission."

Already Evolution Insurance Brokers prioritize face-to-face communication and know that relationships are established and maintained best in person. CHART also sees value in face-to-face communication and has made it a cornerstone of its foundation.

### CHART A Competitive Edge

Evolution Insurance Brokers see the purpose and function of CHART as a forum to create business that is mutually beneficial, while also recognizing the competitive edge it gives them in the market.

The CHART Exchange welcomes more members like Evolution Insurance Brokers because of their long term vision to recognize that building relationships today will sustain business in the future.

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