

IFS announces appointment with Liberty Mutual Insurance Company

"IFS is pleased to announce our appointment with the Liberty Mutual Insurance Group. This new relationship gives us the ability to write business directly with Liberty." said Steve Burnett, Executive Vice President for IFS. "Liberty Mutual has long been a strong force in this region for all lines of coverage and the largest writer of Workers' Compensation insurance. Liberty's broad range of products and services for middle market and large accounts is a great addition to the IFS stable of excellent carriers." Burnett continued.

Earlier this year Liberty Mutual, who had previously been a direct writer, announced that they would shift their mid-sized business marketing to the independent agency system. "For years, agents and brokers have sought to place their middle market clients with Liberty Mutual but couldn't access us because we distributed directly to that segment of the market. Now they can. And we are giving middle market businesses what they want, the opportunity to have Liberty Mutual as their carrier, and still work with their trusted advisor -- their agent or broker," said J. Paul Condrin, Liberty Mutual's president of Commercial Market, in a statement to *Insurance Journal*.



IFS has maintained strong working relationships with many regional and national insurance carriers during its nearly 60 years of operation. Burnett concluded, "We welcome Liberty Mutual as a business partner. We at IFS look forward to continuing to deliver the highest value in business insurance to every client."



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