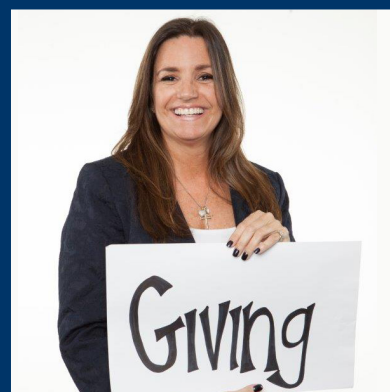
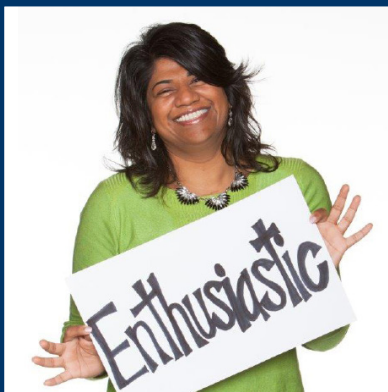


# welcome to BRP





## IT FEELS GOOD TO BE A BRPeeP!

BRP is a collection of entrepreneurs and insurance professionals who have joined forces to deliver indispensable insurance and risk management insights by deploying tailored solutions for individuals and businesses throughout the country. With our powered by people approach, trusted expertise and investments in InsureTech solutions, we are designed to give our clients the peace of mind to pursue their dreams, purpose and passions.



## HOW DOES THE PARTNERSHIP IMPACT ME?

You are an important part of the BRP family and we are thrilled to expand our footprint with you. We hope you find the change as an opportunity to learn, grow and thrive! While you haven't gotten to know us yet, you will quickly learn that, like you, we are proud of our commitment to our colleagues and our communities.

We measure success with you and your fellow colleagues through engagement, personal growth and colleague retention. You can see visible signs of our culture and focus on colleague well-being through our strong colleague and client retention, commitment to our communities and accolades in the industry.

Our focus on clients, colleagues, communities and insurance company partners will continue to help us thrive as an organization and make you proud to call BRP your home.



## WHY IS THIS GOOD FOR ME, AS A COLLEAGUE?

As a member of the BRP family, you will now have access to our vanguard technologies and resources that will allow you to focus on personal growth, client service and sales expansion. BRP brings broader market access, client value-added resources and capital of a national firm with an entrepreneurial and family-oriented culture.

It is our goal to help position you for success in both your professional and personal life through education, career paths and opportunities for you to pursue your passion and dreams. We have a commitment to help you learn, grow and thrive. Here are just a few examples:

● **BRP Universities.** We host over one hundred development opportunities throughout the year that focus on both your professional and personal development. We allow you to explore your creative side by inviting you to lead, develop or participate in dozens of BRP hosted courses. We also have hundreds more opportunities through the Learning Library. Have an idea? Run with it! Need support? You got it!

● **Community PTO.** We give you 24 hours a year to do good in your community. Whether it is chaperoning a child's field trip, volunteering at a not-for-profit or going on an international mission trip, we want to make it easy for you to improve our communities – those in your backyard or across the globe. You decide!

● **Fun!** From Sportsfest to ping pong, potlucks to sock competitions, white elephant to group outings, we encourage having fun in and out of the office. We look forward to having you join our passionate insurance geeks in our next fun-filled activity. Laughter is one of our best barometers of success!

“

*We are incredibly excited to be partnering with the BRP Group team and believe this Partnership aligns us with a Partner who supports our goals and visions. We are extremely proud of our team's collective efforts and accomplishments.*

- Linda Nethery

”

**Stability.** As part of a larger insurance-centric holding company with four distinct businesses within the insurance industry, the diversity of revenue streams ensures our financial stability and security for our clients and colleagues. We are proud and passionate insurance geeks. There are plenty of creative colleagues in your mist who would love to strategize with you or help you get up to speed on an emerging trend. Lean in!

**Vibrant Culture.** We are honored and humbled that our colleagues rank us year after year as a best place to work through *Fortune*, *Insurance Journal* and others. Having a fun, passionate culture enables us to attract and retain folks like you, the best talent in the business. We are honored that 94% of our 2019 news hires were referrals from existing colleagues or recruited by our talent scouting team! And, at BRP, we all own the culture. It is the responsibility of each of us – to nurture it, refine it and evolve as our firm grows. It was started by the partners who were very deliberative in our approach to the environment where everyone can thrive. But it isn't just ours. It is yours too!

**Robust Infrastructure.** We believe in being on the vanguard and we're not just talking about insurance. As a part of BRP, you have access to enhanced administrative support, such as HR recruiting and development, marketing, technology and accounting, to arm you with the right tools to thrive and provide our clients with the best possible counsel. We make it easy!



## WHY IS THIS GOOD FOR YOUR CLIENTS?

The broad array of client resources, industry specializations and market access of our combined firms will allow clients unfettered access to vanguard insurance advice, solutions and services. Consider the following BRP advantages, all of which provide Insight Beyond Insurance:

**Best Practices:** Continually recognized nationally as a leader in best practices by Reagan Consulting, we ensure our clients are properly protected and that we are maximizing your time.

**Industry Relationships:** Representing over 450 insurers, we have the expertise to remain the advisor for all your insurance needs as your life and business evolve.

**Specialty Expertise:** We have additional wellness resources, an employee care center, a dedicated claims analytics team, along with a benefits actuary on retainer.

**Vanguard Counsel:** We have the depth and expertise to provide vanguard and holistic counsel and education so you can focus on your passions and purpose at every stage of your continually evolving needs.

**Peace of Mind:** We reinforce our commitment to providing Insight Beyond Insurance by offering dozens of opportunities to further educate clients through avenues such as client educational seminars and symposiums, lectures, white papers, webinars, on-site trainings, podcasts and informative newsletters.

**Resources:** This partnership expands the service offerings of Venture Captive Management. Our services include licensed claim adjusters, loss prevention engineers and a data analytics team to help you prevent losses, implement best practices, navigate a claim and remain healthy in all areas of your life. We have found these resources add tremendous value to our client experience.

**Top 100 Distinction:** As part of BRP, our collective forces have us ranked as one of the top 100 largest insurance agencies in the U.S., a position we leverage on your behalf when it comes to underwriting, pricing and claims.



## WHAT IS THE LONG-TERM PLAN?

Baldwin Risk Partners is positioned for long-term success and being the best in the industry. Our plan is to continue to grow our footprint, clients, colleagues and resources and we hope you will join us on the journey. Let's build this together!



## ABOUT BRP GROUP, INC.

BRP is a publicly traded firm, which gives us the opportunity to access the capital markets to support enhanced services for clients, continue our growth, and execute strategies to build shareholder value.

PLEASE NOTE: US securities laws prohibit anyone from buying or selling BRP stock if they have material, non-public information about BRP.



## HOW DO I RESPOND TO QUESTIONS TO WHICH I DO NOT KNOW THE ANSWER?

We are here to help you navigate tough situations. We will be providing talking points to help you in answering any questions you receive. You can also email [leadership@baldwinriskpartners.com](mailto:leadership@baldwinriskpartners.com) if you need additional information.



## HOW DO I RESPOND TO QUESTIONS FROM THE MEDIA?

Again, we are here to help. We ask that you direct all media inquiries to our Communications Manager at [rdeangelo@baldwinriskpartners.com](mailto:rdeangelo@baldwinriskpartners.com). A sample response is, "That's a great question. Rachel DeAngelo is our point person and she can answer this and any additional questions you may have. I will ask her to give you a call back as soon as possible."