

## **Insurance FAQ's**

### **Who owns ASG Insurance Agency?**

ASG Insurance Solutions is a wholly owned subsidiary of Aging Services Group (*formerly MHHA Service Corporation*). Aging Services Group is a subsidiary of Aging Services of Minnesota.

### **How does ASG Insurance Agency benefit my organization?**

ASG Insurance Solutions offers insurance products at competitive prices, often saving members money on premiums. Additionally, ASG Insurance Solutions generates revenue for Aging Services of Minnesota, which decreases dependence on membership dues and also assists in funding activities such as education and advocacy programs, the Annual Institute and other Association activities.

### **Why did Aging Services Group decide to expand its insurance offerings?**

Aging Services Group decided to expand its offering of insurance products with the following objectives:

- Create additional competition by bringing new insurers and products to the market.
- Provide stable, predictable, long-term insurance solutions to our members
- Provide a costs savings to our members
- Generate revenue for Aging Services of Minnesota

### **Does ASG Insurance Solutions provide all the services of a traditional insurance agency?**

We have developed a strategic partnership with Neace Lukens to handle the administrative functions that are required to service clients. This partnership also allows us access to a full range of favorable insurance programs from the best-rated insurance agencies in the market.

### **Can I utilize my existing agent and use ASG Insurance Solutions?**

If they so choose, organizations can utilize their existing agent to access ASG's risk retention group for professional and general liability. Other lines can be accessed directly through the ASG agency and its agent(s)

### **How does ASG Insurance Solutions generate revenue?**

ASG Insurance Solutions operates just like any other insurance agency and has negotiated a commission to be paid by the insurance company based on a percentage of the premium written.

**Does my organization need to pay anything to utilize ASG Insurance Solutions?**

No. As with Alliance Purchasing, (Aging Services Group Purchasing Program), members are not charged fees for the privilege of participation in the Insurance programs.