

## WE ARE

At Glatfelter, we're a managing general agent who strives to take great care of clients and the dedicated agents who sell our products. Across all industries, we provide insurance that supports clients who are caretakers within their communities with protection designed to promote peace-of-mind and to help agents be there in the moments that matter most.

With more than 500 associates across the country and a distribution network of more than 4,500 independent brokers, we uniquely serve over 30,000 clients across many diverse industries, including:

- **Fire and Emergency Service Organizations**
- **Senior Living, Hospice and Home Healthcare**
- **Religious Organizations of all Faiths**
- **Municipalities, Water Entities, and Misc. Public Entities**
- **Public, Private and Charter Schools and School Bus Contractors**
- **Custom Coverage**

Our distribution leaders, underwriting and risk management teams all specialize in specific industries, giving them a deeper understanding of each market and a greater ability to provide insight and support. Helping you to care for the people who take care of others is what we're all about.

## WE OFFER

Glatfelter has a nationwide program offering Property & Casualty, Accident & Sickness and Workers' Compensation products. But we're dedicated to providing agents with more than just applications and insurance coverages. We help educate you on new specialty markets and support you with a wealth of resources that can help grow your book. We partner with you, to not only win but retain business, and pride ourselves on being trusted advisors – always focused on boosting your success. We're uniquely accessible, responsive, ready and committed to serving you with the highest integrity.

With trust and communication, we can accomplish more together.

## WE BELIEVE

- that insurance is about much more than a piece of paper; it's about keeping promises and paying claims
- that doing the right thing by our agents and clients has more power than anything else
- that cheaper isn't always better and that quality service is essential
- that life's risks can be significantly reduced with good support and preparation
- in being there through the moments that matter most
- in the power of agents and clients to positively impact the world
- in providing protection and products that make us proud, that we are passionate about