



Johnston & Matthews Receives MVP Broker Award from Assurant Insurance

In Spring of 2007, Johnston & Matthews received the 2006 MVP Award from Assurant Insurance. According to Ruth Harrison of Assurant.

“For the award, we were looking for MVP brokers that were exemplary of the 3 characteristics we look for in an MVP - growth oriented, differentiated in the marketplace and strong leadership. Johnston and Matthews continues to exhibit a commitment to strong growth and to growing in ways that are strategic. Your agency also demonstrates time and time again a commitment to being a differentiated broker who provides more than just price to your clients. You work as a trusted advisor to address client needs and to provide creative solutions. You also continue to be innovative in your use of technology as a way to grow your business and provide added value to your clients. Finally, your leadership is demonstrated in the fact that everyone at Johnston and Matthews exhibits an understanding of and commitment to your values, culture and strategy. No matter who we interact with at your agency, the story and commitment are the same.

We were also looking for MVPs that exemplified a true commitment to partnership. Your agency has demonstrated this time and time again through your participation and engagement in the MVP Roundtable, your willingness to work through challenges in implementing the Benefits Connect feed with us, Bill's participation in our all employee meeting, and Bill and Brent's constant willingness to talk with prospective and current MVPs about their experience with the program.”

We are honored to receive this award and are committed to continuously uphold these characteristics.