

Benefits of Membership

Questions about your benefits? Email Connect@MarshBerry.com



Perspectives for High Performance (PHP):

Proprietary financial and productivity benchmarking system with over **30 years of data**, utilizing 420+ key ratios designed to **analyze your firm's performance** and serve as a guide for key business insights **to maximize growth and optimize your firm's value**.

PHP Synergy Report:

The newly released digital report gives your firm the ability to **create financial and performance comparisons using geographic location, account size, or any other specification** you'd like to compare your firm's performance against peer groups as well as top-performers. Connect Network members receive one complimentary report per year.

Value Intelligence Portal:

MarshBerry's VI Portal **offers members in-depth data, analytical tools, simulation scenarios, and industry resources** to formulate growth strategies. Keep an eye out for more information about the first PHP Advanced Analytics tool, Staff Optimizer, which will be released later this month.

[Read More >](#)

Strategic Issues Groups:

These live Executive forums enable the **exchange of confidential solutions and strategies** that go beyond the surface to provide you **with real-time actionable ideas**. Summits are facilitated throughout the year by MarshBerry industry experts. Members of each Strategic Issues Group (SIG) come together to support and challenge each other to improve and accelerate their business strategies.

Employee Engagement Survey:

The online employee survey provides a holistic portrait of how well your firm is functioning internally. With **benchmarked data, enabling you to compare results to industry averages** you gain a better view of strengths and opportunities for improvement. Connect Network Members receive one complimentary report per year.

[Read More >](#)

Sales Culture Assessment:

A MarshBerry proprietary tool designed to measure the sales culture of your firm. This instrument highlights specific ways in which **your leadership team can increase sales to out-perform, out-earn, and outlast your competition**.

[Read More >](#)

MarshBerry University Webinar (MBU):

MarshBerry University Webinars are planned to be **quarterly in 2021** and have shifted focus to provide **important updates about your membership, prepare for upcoming Connect Network summits, and much more**.

Access to Publications Archives and Tools:

As the strategic thought leader in the Insurance Brokerage space, MarshBerry's industry specific perspective, viewpoints on emerging trends, proprietary studies and research reports as well best-in-class solutions are available to members. In addition, **members have a library of tools, templates, and resources to leverage for day-to-day operations and to solve workplace challenges**.

[Read More >](#)

MarshBerry FocalPoint Webinar Series:

As a Connect Network member, **you will have special access to a new information and insight series** designed to elevate strategic and practical knowledge in the Insurance Brokerage industry.

Monthly Connections Newsletter:

Members receive a monthly edition of Connections. This resource highlights trending industry topics, important reminders related to data and report requirement, and ways to maximize your Connect Network membership benefits. This is also often the place MarshBerry first introduces new products and services so **you have the opportunity to be on the leading edge of innovative solutions**.

MarshBerry Connect Platform Eligibility:

Connect Platform member eligibility is currently reserved exclusively for Connect Network members only. The Platform is a compelling 'accelerator' model to drive differentiation, leverage the benefits of both scope and scale, and harness carrier and vendor resources and capabilities to maximize your business results.

Exclusive Discounts:

Connect Network members are offered special discounts on MarshBerry and partner conferences, educations courses, engagements with MarshBerry Strategic Partners, and more. **You can save on conference and seminar registration, MarshBerry services, and more**.