

Insurance Office Of America Announces The Acquisition Of Colorado- Based Enterprise Risk Strategies LLC

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3

ORLANDO, Fla. (Jan. 1, 2021) – Insurance Office of America (IOA) today announced its acquisition of Enterprise Risk Strategies LLC (ERS), a full-service benefit consulting firm based in Denver, Colorado.



ERS was formed in 2013 to assist large nonprofit organizations in managing their benefit expenditures. Today, the business has a unique focus in healthcare consulting, integrated data management, global aggregation solutions, and holistic, person-centric wellbeing. Its team of industry experts brings more than 50 years of experience to their clients and the benefit-consulting marketplace.

“Our team is thrilled about the cultural and strategic synergies this partnership represents,” said ERS President Tom Jones. “The marriage of our innovative aggregation and risk management methodology with IOA’s national footprint and industry-leading customer service infrastructure represents a new force to be reckoned with in our market space. We are also excited to bring IOA’s industry-leading property and casualty and personal lines expertise to our current and future client base.”

For IOA, the acquisition of ERS will provide immediate and ongoing synergies that will evolve into a host of market-changing solutions and growth for decades to come.

“We are very excited to add Tom Jones, ERS Chief Operation Officer Lou Gallucci, and the ERS team to IOA,” said IOA Employee Benefits Group President Chris Labrecque. “We share common values, ethics, and philosophies about the insurance business. ERS’s proprietary programs in conjunction with IOA’s scale will help us serve our mutual clients exponentially. It’s always a good day when you add to the family, especially with people like Tom, Lou, and the ERS team.”

Insurance Office of America (IOA) is a full-service insurance agency founded in 1988 by John Ritenour and Valli Ritenour. Today, IOA is led by Chairman and CEO Heath Ritenour, and it is one of the fastest-growing independent agencies in the United States. IOA is ranked 11th on *Insurance Journal's* 2020 Top 100 Independent Property/Casualty Agencies report and 25th on *Business Insurance's* 2020 100 Largest Brokers of U.S. Business list. IOA was named a *National Underwriter* Agency of the Year in 2018. Headquartered in Longwood, Florida, part of the greater Orlando community, IOA has more than 1,300 associates located in over 60 branch locations in the U.S. with offices in Belfast and London. For more information, visit www.ioausa.com.

Media Contact:

Bevrlee J. Lips

bevrlee.lips@ioausa.com