

RiskPoint Insurance Advisors Joins IMA Financial Group

March 4, 2024

(DENVER – March 4, 2024). [IMA Financial Group](#), a North American insurance brokerage firm specializing in risk management, insurance, wholesale brokerage and wealth management, is expanding its Pacific Northwest presence with the addition of [RiskPoint Insurance Advisors LLC](#) to its growing firm. Built on the strength of strategic partnerships with local brokers including [Parker, Smith and Feek](#), [k.p.d Insurance](#), JL Jones and Associates and more, RiskPoint joins a growing list of prominent partners across the U.S. who benefit from IMA's resources, specialty expertise and the organization's investment in technology to provide enhanced services and products to their clients.

"Building the broker of the future means partnering with firms who prioritize our people and client relationships over everything else," said IMA Chairman and CEO Rob Cohen. "IMA is proud to help insure the companies that form the backbone of America, and that is only possible through a client-focused approach that leverages our partners' local presence, specialty expertise and shared vision for the future."

Building the Broker of the Future in the Pacific Northwest

Simultaneously with this transaction, k.p.d. Insurance and JL Jones and Associates will join RiskPoint in rebranding as IMA companies and expanding IMA's presence in the Pacific Northwest. RiskPoint Insurance Advisors LLC was founded in 2009 to bring a high level of experience and unique insurance solutions to middle market companies. Today, they are a premier full service agency with specialties in manufacturing, real estate, grocery/hospitality, law firms and more.

By mid-2023, RiskPoint exceeded \$5m in revenue, and nearly half of the company's revenue was generated from specialty expertise that drives a competitive advantage and higher success rates. With offices in Seattle, WA, and Portland, OR, and over 100 years of collective insurance expertise, RiskPoint brings a local focus and national reach to commercial insurance, employee benefits, risk management and more.

"By joining IMA, we are realizing a vision for our firm that would expand our reach, build on our strengths and continue to grow in a company with a compatible

culture and shared values,” said Blake Schellenberg, CEO and President of RiskPoint Insurance Advisors LLC. “Together, IMA has all the prestige and resources of a large brokerage, and RiskPoint now complements a growing, dynamic team in the Pacific Northwest that will accelerate growth and improve our clients’ experience.”

Today, IMA has clients in all 50 states with 54 regional offices in 20 states that collaborate and align client services throughout the enterprise. RiskPoint Insurance Advisors LLC is one of a series of strategic partners in the Pacific Northwest that have joined IMA Financial Group in recent years. In April 2021, k.p.d Insurance was IMA’s first partner in the region, followed by Parker, Smith and Feek in October 2021 and JL Jones and Associates in June 2022.

About IMA Financial Group

IMA Financial Group is an independent broker defining the future of insurance through comprehensive and consultative risk and wealth management services. A majority employee-owned and managed company, its 2,300-plus associates in offices across the country are empowered by a shared mission to protect assets and make a difference.