

Press Releases



Glick Insurance

A Relation Company

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Relation Insurance Services, Inc. Forms New Business Unit, Acquires Glick Insurance

“Relation Select” created to support small commercial and personal lines agencies, including former Nationwide-exclusive agents

Walnut Creek, CA., November 3, 2020 — **Relation Insurance Services, Inc.** (“Relation”) announced today the formation of a new business unit, Relation Select, to support its small commercial and personal lines strategy, including future partnerships with former exclusive agents of Nationwide Mutual Insurance Company. First to join the Relation Select family are Michael Glick Agency, Inc. and Glick Insurance Group (collectively, “Glick Insurance”). Glick Insurance was previously part of Nationwide Mutual Insurance Company’s exclusive distribution model and recently transitioned to an independent agency. Glick provides commercial and personal lines insurance solutions across 20 locations in North Carolina.

“I’ve invested a great deal in building my business and putting together an extraordinary team,” said Michael Glick, President of Glick Insurance. “Relation is a natural fit as a partner because they don’t want to change that, they want to build upon it. They value our entrepreneurial approach and will support it, providing us access to more markets and their deep carrier relationships. I look forward to being an instrumental part of Relation Select’s overall growth.”

Relation Select will primarily be a home for Main Street/small commercial- and personal lines-focused businesses that partner with Relation, particularly those that were a part of Nationwide's exclusive distribution model and recently transitioned to independent brokerages. It will provide partner agencies access to a variety of insurance solutions and services to support existing commercial and personal lines clients. Relation Select will greatly complement Relation's existing business units and strengthen its national presence.

"We're thrilled with our acquisition of Glick Insurance and launching the Relation Select business unit with Michael and his team," said Tim Hall, Executive Vice President and Head of Mergers and Acquisitions for Relation. "We believe Relation Select will offer significant growth opportunities to former Nationwide-exclusive agents and independent agents that focus on small commercial and personal lines solutions."

Glick noted other attractive benefits Relation Select will deliver, including access to markets coast-to-coast with an especially strong presence in the Mid-Atlantic and Southeast regions. Backed by Relation, the new business unit will be able to leverage the broad variety of products, large-volume buying and long-standing carrier relationships of a larger firm but with the flexibility and nimbleness of a small company with a more personal touch.

"We're excited about the Relation Select brand and the support and opportunities we're going to be able to offer so many agencies," Relation's Chief Executive Officer, Joe Tatum, remarked. "We're looking forward to offering an independent platform for agencies who join Relation to deliver insurance solutions designed to meet the rapidly changing needs of their clients."

About Relation Insurance Services, Inc.

Relation Insurance Services is an insurance brokerage that offers superior risk-management and benefits-consulting services through its family of brands across the United States. It is ranked by Insurance Journal within the top 35 largest agencies in the country by revenue and has approximately 585 employees across more than 50 locations nationwide. Relation is a privately held corporation backed by Aquiline Capital Partners, a private equity firm based in New York and London investing in businesses globally across financial services and technology. Visit: www.relationinsurance.com for more information.

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