



# Member Success

## MARKET ACCESS AND PLACEMENT

Terrell Turner and Byron Lemus  
Preferred Solutions Insurance Agency

### CHALLENGE

A midsized independent agency needed access to more markets and more efficient placement solutions in order to secure the best coverage for its clients and stay competitive.

### MEMBERSHIP SOLUTIONS

 Market Access

 Placement Services

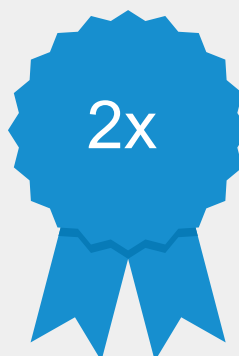
### GROWTH STRATEGY

With access to more markets and Renaissance's Placement Team, the agency has been able to:

- Secure a new \$68K commercial account
- Move valuable accounts from E&S to admitted markets, improving client satisfaction
- Boost day-to-day operational efficiency

### RESULTS

Less than 1 year after joining Renaissance:



Available  
Markets



New  
CL Account

### MEMBER SUCCESS STORY

When Byron Lemus and Terrell Turner, co-founders of Preferred Solutions Insurance Agency in Laguna Hills, Calif., started talking with Renaissance about membership, they were looking for a network that would provide market access to a specific carrier. In Renaissance, they found more than they expected.

Established in Orange County in 2021, the agency has built a book dominated by commercial business, with clients in the construction, trucking, and manufacturing industries, among others. Those accounts have been garnered through sheer tenacity in a state where securing coverage is consistently challenging, even for the best risks.

“Carriers have gotten more aggressive about what they are and aren’t going to take on. Placement of property and auto is difficult,” says Lemus. “Diversification is key in our market. Carriers now are looking for packages, such as including the Workers’ Comp, in order to get things done.

“The days of piecemealing to make the price work are gone. It’s the hardest market we’ve ever seen,” he adds. “We wanted to align with a network that was a true partner, that had the resources we needed. When we came in, we realized how much value you offer for agencies of our size.”

**Renaissance’s Placement Team**, which handles submissions on the agency’s behalf to the network’s carrier partners, has been helpful to their efforts, says Turner:



**Market Access and Placement Services** help Renaissance member agencies win and retain more business.

“Communication is key, and they’re Johnny-on-the-spot. I’m sure they have to keep track of a ton of agencies’ markets, but when we have a risk to place, we’re shown that we’re a priority.”

As an example, he cites a plumbing contractor the agency was recently able to place outside of the E&S market, delivering quality coverage for the insured and better financial terms for the firm. “Now, we can place an E&S risk like that to an admitted carrier,” says Turner. “I wouldn’t have had a fighting chance to do that with our previous aggregator.”

Lemus agrees, noting how responsive their agency’s new partners are compared to their previous network. “Renaissance is much faster than they were,” he notes. “That helps make us more competitive.”

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Terrell Turner  
Preferred Solutions