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Moody Insurance Adds Risk Management as a Client Service

DENVER – Moody Insurance Agency, which specializes in risk management, insurance and bonding services for contractors, hired Mike Roark as a risk management consultant, allowing the company to offer broader services aimed at improving its clients' ability to receive the best insurance coverage and price in a difficult market.

"Today's rising insurance premiums create serious financial burdens for the insured," said Evan Moody, president of Moody Insurance Agency. "With our new risk management program, Mike works with clients to evaluate risk factors and develop a plan for mitigating those risks before presenting the client to insurance carriers. The goal is to help each client secure the most favorable coverage and terms."

Since implementing its risk management consulting service a few months ago, Moody Insurance Agency has helped several clients significantly reduce the brunt of premium increases.

"A risk management plan can and should involve many components, but as an example, I helped one client modify and update their safety program in a way that substantially mitigated risk and allowed us to secure more favorable coverage," said Roark. "Clients must take a proactive role in making themselves more attractive to carriers."

Roark, who received a bachelor's degree from Colorado College in Colorado Springs, previously worked for 11 years with Traveler's Insurance, most recently as an account executive, managing a \$15 million premium book of business.

"Insurance is unique in that you pay for a promise," said Moody. "To help make good on that promise, our agency offers a high level of client service, including risk transfer solutions to achieve the very best coverage and cost in today's tough insurance market."

Founded in 1972, Moody Insurance Agency employs 75 professionals, represents 16 major insurance companies and manages more than \$60 million in premium sales, including serving as the representing agent of the Colorado Roofing Associations innovative and award-winning workers compensation insurance program since 1998.

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