

# Staffing Insurance News



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## Why Work with an MGA?

Insurance is a complicated business. When choosing policies, understanding potential exposures is critical, but also tricky. An *MGA* (otherwise known as a managing general agent) is an underwriter that, by its very nature, understands those risks and designs a suite of programs to address them. The knowledge that an MGA gains over decades of responding to one industry – in *World Wide's* case, insurance for staffing firms – ensures that an MGA is nimble, spotting trends before they occur and advising clients how best to avoid potential snares and gaps in coverage – risks they may not have thought of themselves.

In catering insurance solutions for the staffing industry, one size does not fit all. An MGA does not project or guess at what's coming down the pipeline; rather, they analyze and understand industry trends and then tailor insurance products to minimize risk. An MGA knows which claims to expect, why they arise, and how best to guide and inform clients – a value-added service culled from years of underwriting experience.

By dedicating itself to the security of their clients, an MGA helps increase clients' profitability through education, information and rapid response.

We're a specialist in the world of generalists. We take our business seriously – and your business is our business. A partner who wants you to succeed, we've excelled for over four decades due to our singular focus on the staffing industry. Insuring 6,000 staffing firms and 2,500 brokers worldwide, we're proud to be an ASA corporate partner. For more information on our programs, products and knowledge base, contact World Wide Specialty Programs at 631-390-0900, or visit our website at [wwspi.com](http://wwspi.com).



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