

# OUR SUBSIDIARIES: LAWYERS INSURANCE AGENCY, LLC

How does Lawyers Insurance help lawyers?

We have developed valuable expertise in Cyber Liability coverage to offer lawyers the best protection against this serious, evolving threat. A majority of law firms still do not have Cyber Liability coverage. Today, it is as essential as professional liability coverage.

We have managed the NC Bar Association Health Benefit Trust for 20 years. Our rate increases have been lower than medical trend for the last five years, and our average cost is significantly below the average commercial insurance customer. This health plan is only available to NC law firms, and it is a tremendous value add to NC Bar Association membership.

We offer most any coverage that a lawyer or law firm might need. A group Dental program for groups as small as two employees. Expert guidance to assist seasoned lawyers moving onto Medicare. A unique and easy to use Surety Bond program. Any business insurance your firm might need, and access to markets to meet unusual needs.

Each year, we pay a dividend to Lawyers Mutual that directly enhances the dividend paid to Lawyers Mutual insureds.

Highlights

- NCBA Health Benefit Trust covers 9,000 lives
- 99% retention of existing NCBA Health Benefit Trust law firms
- Approaching \$1 million in Cyber Liability premiums
- Excellent rates and benefits
- Paid 21st annual dividend to Lawyers Mutual



**WILLIAM STROUD**  
PRESIDENT



***We offer most any coverage that a lawyer or law firm might need.***



# OUR SUBSIDIARIES: LAWYERS MUTUAL CONSULTING & SERVICES

By 2021, collaborating with clients virtually seemed normal. And our clients welcomed the flexibility. We collaborated via Microsoft Teams video chats, RingCentral calls, Zoom video calls, as well as meetings on platforms such as Remo.

Innovation is more important than ever. And our clients found themselves reaching out to LMCS to determine what “evolve and thrive” means for them.

## HIGHLIGHTS

Continued to build the virtual community, Leading Law. We began holding monthly Leading Law Roundtables which are conversations among our members led by expert facilitators on industry topics such as recruiting and retention, the client experience, and using data in small firms. We have members from across the U.S. and Canada participating in a Mastermind-style format that is designed to help build modern law practices.

Speaking Engagements, CLEs, Publications. We continued to deliver impactful content in a virtual world. With more than 20 speaking engagements and 50 articles and white papers covering topics such as law firm compensation, diversity and inclusion planning, strategic planning, and succession planning, education continued to be a cornerstone of our mission.

We enjoyed “Meeting the Moment” with our clients and encouraging them in their journey to Evolve and Thrive.



**CAMILLE STELL**  
PRESIDENT



***Innovation is more important than ever. And our clients found themselves reaching out to LMCS to determine what “evolve and thrive” means for them.***



## OUR SUBSIDIARIES: LM TITLE AGENCY, LLC

In 2021 LM Title continued to grow our headcount, profitability and service levels. One of our biggest projects was launching a series of live CLEs online. With registrations over 100+ registrants, engagement with the marketplace continues to exceed expectations.

We hired several new team members to allow us to provide industry-leading turnaround times producing commitments, revisions and final policies. The expanded team allows us to focus on improving workflow efficiencies and the overall client experience.

With regard to marketing and communication, we re-launched the lmtitle.com website to spotlight new content areas and to provide clients and future clients a central location to register for our growing program offerings.



**TROY CRAWFORD**  
MANAGING COUNSEL



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