



**Media Contact:**  
Jennifer Overhulse  
St. Nick Media Services  
(859) 803-6597  
[jen@stnickmedia.com](mailto:jen@stnickmedia.com)

**FOR IMMEDIATE RELEASE**

**MacNeill Group Selected to Grow Commercial Property and Casualty Business**

**Sunrise, FL – February 26, 2015** – [MacNeill Group](#), a wholly-owned subsidiary of [Team Focus Insurance Group \(Team Focus\)](#), and a licensed managing general agent (MGA) specializing in commercial, personal, transportation and flood lines of property and casualty (P&C) insurance, is pleased to announce the company recently expanded an existing agreement with [Nautilus Insurance Company \(Nautilus\)](#) to grow new business in P&C commercial lines.

Nautilus, a W. R. Berkley Company, specializes in providing excess and surplus (E&S) lines commercial P&C insurance coverages. Formed in 1985, Nautilus is licensed as an eligible surplus lines insurer in all 50 states except Arizona, where the company is domiciled and where the company serves policyholders as a fully-licensed, admitted insurer. In 2013, in an effort to continue to provide quality products and services to a growing customer base, Nautilus sought additional business development and insurance processing services from MacNeill Group for its personal umbrella business.

In 2014, MacNeill Group became the largest writer of personal umbrella business for Nautilus nationwide. This success recently led to an expansion of the agreement to include other lines of business in which the company hopes to promote significant growth. Through MacNeill Group, Nautilus is able to garner additional market access to hard-to-place business and specialty lines opportunities.

"MacNeill Group exemplifies the high-quality customer service standards that we look for in a distribution partner," said Tom Kuzma, president and CEO of Nautilus Insurance Group. "With the successful rollout of our personal umbrella product last year, we are confident in the agency's ability to promote and profitably grow our commercial lines book of business as well."

MacNeill Group was a good fit for Nautilus, as the company works exclusively with top-rated P&C insurance companies specializing in commercial, personal, transportation and flood lines, and provides independent agents throughout the Southeast with market capacity and exceptional service. Going forward, MacNeill Group's appointed agents will actively seek new business opportunities for Nautilus across all P&C lines of business.

"We are pleased Nautilus chose MacNeill Group to solicit and write not only personal umbrella, but now other lines of commercial insurance business," said Kevin Tromer, president of Team Focus. "We hope to help Nautilus continue to grow and provide exceptional service for many years to come."

###

**About MacNeill Group, Inc., a Team Focus Company (MacNeill or MacNeill Group)**

MacNeill Group, Inc. (MacNeill or MacNeill Group), a wholly-owned subsidiary of Team Focus Insurance Group (Team Focus), is a licensed managing general agent (MGA) originally established in 1946 as Frank R. MacNeill and Son. MacNeill works exclusively with top-rated property and casualty (P&C) insurance companies specializing in commercial, personal, transportation and flood lines, and provides independent agents throughout the Southeast with market capacity and exceptional service. Additionally, the company offers a wide array of underwriting and program management services to insurance companies and residual markets, including product and program development, sales, marketing, underwriting, policy administration, customer service, claims administration, systems and support, statutory reporting and accounting services.

**About Team Focus Insurance Group (Team Focus)**

Team Focus Insurance Group (Team Focus) is the parent company to a lineup of organizations dedicated to serving the property and casualty (P&C) insurance industry. Most prominently, Team Focus subsidiaries include MacNeill Group (MGA, wholesale broker, and company/program management), Focus Technologies (core administration software solutions and BPO services) and Capacity Insurance Company (risk). Putting almost 70 years of insurance experience to work, Team Focus takes a unique, value-oriented approach to "ensuring your success" by maintaining a focus first on the growth of customers, partners and team members.