



Hargrove Joins MarketScout to Launch MSW Wholesale

MSW will combine wholesale brokerage and MGA services with MarketScout's distribution technology

Dallas, TX (PRWEB) March 15, 2010 – MarketScout announced today that Glenn Hargrove, former CEO of Crump, Inc., has joined MarketScout to launch MSW – MarketScout Wholesale.

MSW will combine wholesale brokerage and MGA services with new, innovative distribution technology. The MSW wholesale model will capitalize on the innovations of MarketScout, the leadership of Hargrove and the vision of doing wholesale business in a new format, bringing better service and capabilities to retail agents and E&S carriers. MSW will also provide wholesale solutions to The MarketScout Exchange. Hargrove will serve as president of MSW and on the MSW Board of Directors.

Richard Kerr, CEO of MarketScout, explained, “MSW was formed because of the unique opportunity existing to expand wholesale operations and to provide a more robust offering of E&S solutions to thousands of agents using The MarketScout Exchange. Glenn is a seasoned veteran, with incredible experience, who can build MSW into a real force by blending a distinct operational strategy with MarketScout’s cutting-edge distribution technology. Glenn’s unique approach to wholesaling together coupled with exceptional industry talent will be an invaluable asset to every agent who accesses MSW directly or through The MarketScout Exchange.”

Mr. Hargrove said, “The insurance world is certainly not in need of just another wholesaler. However, there is an unprecedented demand for an intermediary who can offer a true alternative to the same, old wholesaler model. MSW is built from the ground up to deliver meaningful value in the market dynamics of today and tomorrow. We have the real advantage of not being hamstrung by 20-year-old business models, outside owners with alternative agendas or burdensome legacy issues. Yet, MSW starts with the tremendously strong foundation of MarketScout, an innovation leader in our industry for over a decade. It is exciting to work with retail agents, carriers and some of the best talent in the business to build MSW.”

For information on MSW, visit www.MarketScout.com/msw.

About MarketScout

MarketScout is a Dallas, Texas-based electronic insurance exchange that underwrites and distributes hundreds of product lines to its 35,000-member agency network across the United States and Canada. Over seventy “A-rated” carriers participate in The MarketScout Exchange platform at www.MarketScout.com.

Media Contact:

Vilma Scott
MarketScout Corporation
972-934-4224
vscott@marketscout.com