



**FOR IMMEDIATE RELEASE**

## Burns & Wilcox CEO to Speak at MarketScout's Entrepreneurial Insurance Symposium

### Success Story to be Profiled

**DALLAS, June 14** -- Alan Kaufman, Chairman and CEO of Burns & Wilcox will deliver a keynote presentation at MarketScout's fifth annual Entrepreneurial Symposium, outlining the trial and tribulations he has encountered while building his company into one of the largest and most successful MGA's in the US.

Mr. Kaufman brings a wealth of experience in business formations and knowledge about the right and wrong moves to make when starting a new business or simply entering into a new product line. His insight will prove very interesting to the symposium's 450 attendees.

The dynamics of insurance mergers and acquisitions and how to properly integrate multiple companies are one of Mr. Kaufman's areas of expertise.

The National Alliance for Insurance Education and Research has partnered with MarketScout on the Entrepreneurial Insurance Symposium to enable the 30,000 plus CICs and CRMs to secure their annual CIC update by attending this year's event.

The twelve finalists in the 2011 Entrepreneurial Insurance Award competition will be profiling their innovations at the symposium via a fast paced profile with Q&A to follow. Ultimately, the judges and attendees will select a winner for the best new underwriting, distribution and technology solution.

To learn more about the symposium, visit [www.einsurancesymposium.com](http://www.einsurancesymposium.com).

### About MarketScout

MarketScout is an insurance distribution and underwriting company headquartered in Dallas, Texas. The firm owns and operates the MarketScout Exchange at [www.marketscout.com](http://www.marketscout.com) as well as over 40 other online and traditional underwriting and distribution venues. In 2010, MarketScout launched MarketScout Wholesale, LLC ("MSW"), a traditional wholesaler to compliment its electronic underwriting and distribution strategy. MSW specializes in MGA, brokerage, specialty programs and business development partnerships. MarketScout and MSW have offices in Arizona, Arkansas, California, Florida, Illinois, Louisiana, New York, Oregon, Texas and Washington DC.

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