



**FOR IMMEDIATE RELEASE**

## **MarketScout Expands Personal Lines Underwriting Capability**

*Gayne to lead underwriting capabilities at Private Client Solutions*

**DALLAS, June 1, 2011** -- MarketScout, a Dallas-based electronic insurance exchange with managing general agent (MGA) and wholesale operations, today announced it has expanded its business by opening a personal lines underwriting facility in Fort Lauderdale, Florida.

The new location will service the firm's national network of agents focusing specifically on hard-to-place personal lines business in all 50 states, Canada and the Caribbean.

Alan Gayne, J.D., joined MarketScout in April as National Managing Director of Private Client Solutions and now administers five underwriting facilities from Lloyd's of London and other U.S. based insurers. Mr. Gayne achieved extensive underwriting experience as a managing underwriter for Lloyd's syndicates.

According to Richard Kerr, CEO of MarketScout, "We are fortunate to have Alan and his special risk team as part of our expanding Private Client Solutions division. The Fort Lauderdale office serves as the tough account underwriting center for affluent and traditional personal lines accounts. Unlike the well defined risk 'boxes' employed by most admitted markets, Alan and his underwriting team enable us to provide solutions for most personal lines risks that standard markets cannot accommodate for a wide variety of issues including prior claims, wind, flood, brush and quake exposure, COC, construction and many others. In addition to now being able to support our admitted market affluent personal lines insurers by providing solutions for 'out of the box' dwellings that are part of a larger portfolio, we can also handle mid value standalone situations that MarketScout agents have trouble placing elsewhere."

MarketScout offers Private Client Solutions exclusively to retail agents via the MarketScout Exchange at [www.marketscout.com](http://www.marketscout.com) or via direct contact with a broker at one of its 11 offices across the United States.

### **About MarketScout**

MarketScout is an insurance distribution and underwriting company headquartered in Dallas. 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. MarketScout and MSW have offices in Arizona, Arkansas, California, Florida, Illinois, Louisiana, New York, Oregon, Texas and Washington D.C.

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