

# McQueen Kalligan Insurance Services Joins AmeriLife & AIMCOR Group as First Affiliate Under New Joint Venture



Leading brokerage general agency expands AmeriLife's west coast footprint as first ICON affiliate



## NEWS RELEASE BY AMERILIFE

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AIMCOR Consolidated LLC ("ICON"), a joint venture between **AIMCOR Group**, LLC ("AIMCOR") and **AmeriLife** Group, LLC ("AmeriLife"), announced today that it has acquired brokerage general agency **McQueen Kalligan** Insurance Services, Inc. Per the agreement, terms of the deal were not disclosed.

"We're very excited to officially join ICON and formalize our partnership with AmeriLife, which will help accelerate our goal of providing best-in-class insurance solutions to our brokers and their clients," said Tim McQueen, president and CEO of McQueen Kalligan. "This new platform offers us a wide selection of product, technology, and back office support, and will allow us to grow the business while maintaining the service excellence our brokers and advisors have become accustomed to."

Founded in 1982 with offices in California and Oregon, McQueen Kalligan started as a small Transamerica general agency and has since evolved into a multi-carrier brokerage general agency (BGA), offering its affiliated agents and advisors a diverse portfolio of life, long-term care, disability, and annuities products from top carriers. McQueen Kalligan is a founding member of AIMCOR Group, and now – under ICON and as an affiliate of AmeriLife – joins a best-in-class distribution network that will help it further its growth goals and expand its reach. With the closing of this deal, Tim McQueen also becomes a principal in ICON and will continue to oversee his affiliated office locations alongside his existing leadership team.

In a joint statement, Mike Vietri, Chief Distribution Officer of AmeriLife, and John C. Ziambras, president and CEO of AIMCOR Group, said: "The addition of McQueen Kalligan to ICON represents the start of a fresh, new approach to insurance distribution. We're thrilled to welcome

Tim and his team, and equally as excited to get to work together to help power the next era of the firm's growth."

"We're honored to announce McQueen Kalligan Insurance Services as ICON's inaugural affiliate. Tim McQueen and his team truly epitomize our collective mission and fully embrace our long-term strategy and value proposition," added Marc Verbos, president of ICON. "I've had the pleasure of working alongside Tim and his team for the past eight years, and I know the passion and commitment that they have for supporting their agents and advisors to better protect their clients' financial futures."

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### **About McQueen Kalligan**

McQueen Kalligan Insurance Services, Inc. is a brokerage general agency (BGA) offering several lines of individual insurance protection. The original agency began in Torrance, Calif., in 1982, and now has locations in San Diego, La Palma, and in Bend, Oregon. McQueen Kalligan's team members are dedicated to top quality service and problem solving for the financial professionals they work with to provide solutions for business owners, families and estates. For more information, visit [MKISInc.com](http://MKISInc.com).

### **About ICON**

ICON ("AIMCOR Consolidated LLC") is a joint venture between **AIMCOR Group**, LLC and **AmeriLife** Group, LLC. By combining the power of a premier national marketing organization ("NMO") with capital resources, innovative technology, a multi-product platform and a robust suite of centralized shared services, ICON offers brokerage general agencies (BGAs) a different way to stay competitive and evolve their business. ICON helps its partners focus on long-term sustainability by helping reduce risk, gain access to capital, and empower their ability to deliver a comprehensive portfolio of products and services, all while supporting their producers so that they can better scale their business, protect their legacy, and enhance their service offerings.

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