

Entrepreneurialism, Service and Strength

An Interview with Thomas W. Corbett, Chairman and Chief Executive Officer, Alliant Insurance Services, Inc.

EDITORS' NOTE *Thomas Corbett serves as Chairman and Chief Executive Officer of Alliant Insurance Services and sits on the company's board of directors. He joined Alliant in 1977 as a producer and launched its Newport Beach-based Public Entity Group. Prior to joining Alliant, he was with Allendale Insurance in Los Angeles and spent three years as a loss prevention engineer at Factory Mutual Engineering Association. Corbett is a graduate of California State University, Long Beach, and is involved in various community and charitable organizations.*



Thomas W. Corbett

COMPANY BRIEF *With a history dating back to 1925, Alliant Insurance Services (alliant.com) is one of the nation's leading distributors of diversified insurance products and services. Operating through a national network of offices, Alliant offers a comprehensive portfolio of services to clients.*

Alliant Insurance Services has a history that dates back to 1925. Will you discuss Alliant's heritage and what have been the keys to Alliant's long history of industry leadership?

This year marks Alliant's 96th year in the business, and over this time, Alliant has changed and evolved from a small, local operation in a San Diego storefront into a national powerhouse with more than 100 offices, more than 4,000 employees, and \$1.9 billion in revenue. Our heritage has always been one of service and stewardship to both our clients and the diverse employees who all call our company "home." Even with our continued growth and expansion, these core attributes have remained unchanged and have provided a sound

foundation upon which to build. Our long history in the industry has enabled us to establish a formula for success that has helped us enter new industries and service categories while maintaining our leadership position in insurance brokerage and consulting. Although our organization has changed significantly, our roots remain strong.

How do you define Alliant's culture and how critical has it been to maintain a strong culture over the decades?

When I look at Alliant's legacy, three key principles immediately spring to the surface – entrepreneurialism, service and strength. These values that laid the groundwork for Alliant's culture continue to play a prominent role in our ongoing growth and success. We have always

been an organization that encourages employees to own their successes and to contribute directly in the success of our organization. As a result, we attract and retain people who are entrepreneurial, forward-thinking and independent. This approach encourages creativity and ingenuity in delivering the best possible results for our clients and partners.

Alliant Insurance Services has been engaged in the communities it serves since the company was created. Will you highlight Alliant's commitment to its communities and do you see this as a responsibility of leading companies?

We recognize that all business is local and supported by the communities in which they operate. We are deeply committed to investing in our local communities and in the health and well-being of the people who live and work in each of them. We realize that our success is intertwined with the success of our communities and we are passionate about helping these communities and their residents thrive. We also understand that Alliant is a global citizen and we are dedicated to affecting positive change in both our industry and the world at large.

How does Alliant focus its philanthropic efforts and decide which areas to support in order to make the biggest impact and difference possible?

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We believe in empowering our employees to find causes that they are passionate about and we provide them with the tools and resources necessary to organize and give back on a grassroots level within each of our offices across the nation. Alliant supports the efforts of our employees through corporate giving and matching gift programs. We also encourage our employees to engage in community volunteer work, whether through time served, mentoring, leadership, or simply lending a helping hand. Alliant supports a broad array of programs nationwide that:

- Support women and minority-owned businesses
- Encourage healthy lifestyles
- Assist organizations that facilitate the development of on-the-job skills
- Help people with disabilities
- Provide vital services for victims of abuse
- Promote the educational development of children
- Ensure the welfare of the elderly and those in need of additional care
- Promote access to a wide array of crucial resources that promote the general well-being of the community

Will you highlight the engagement of Alliant’s workforce in the company’s community efforts and philanthropic work?

One of the core objectives of Alliant’s philanthropic efforts is providing essential funding and resources to the most vulnerable communities and individuals at home and abroad. The events of 2020 added an additional urgency to our efforts, and our employees responded in a big way. In addition to our ongoing work in supporting cancer-related charities nationwide and regional philanthropic causes, employees across the nation responded to the need for essential services in communities affected by the COVID-19 pandemic. Our efforts culminated in a record-breaking \$511,435 raised in combined cash, food and essential item donations for those in need. Led by our philanthropy team, we all showed how big of an impact we can make when we join forces to give back.

Alliant has adapted its business in order to meet the challenges caused by the pandemic. How is Alliant’s business positioned for the future and what have been the keys to the company’s strong results during this uncertain time?

The pandemic presented an array of new challenges, rapid changes, and hard-won successes. In March, we transitioned to a remote work setting virtually overnight through a powerful combination of technology, communication, and teamwork. Our IT

team worked around the clock to provide the tools and resources necessary for us to maintain our excellence from any location. Our service teams proactively communicated with our clients and partners to ensure that they had the information and consultation needed to operate in an uncertain business climate. We earned the trust and confidence of our clients, and despite widespread economic uncertainty, we continued our trajectory of growth and financial strength.

What has made the insurance industry so special for you and what do you tell young people about the type of career the industry offers?

The insurance industry has many benefits, chief among them being the opportunity to make a significant and measurable impact on the organizations we serve. Throughout my time in the industry, I’ve had the opportunity to deliver services and solutions that not only help clients navigate risk and protect against unforeseen circumstances, but also help them position themselves for long-term success and profitability. Additionally, the diversity of the industry provides room for creativity and specialization. I encourage young professionals to pursue a career in insurance as a means to chart their own paths to success within an industry that is both stable and financially lucrative. ●

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