

## Trust Your Choice!

### Understanding the Differences

There are two primary types of insurance agents. “Captive” agents are employees of one insurance company and can only write policies for that company. This means they are limited to that company’s coverage plans. Trusted Choice® independent insurance agents, on the other hand, are able to source from a variety of reputable national and local providers. They have the flexibility to offer a broader range of options at highly competitive prices, so you get a personally tailored plan to suit your needs and budget. Best of all, Trusted Choice® independent insurance agents are able to offer unparalleled and unbiased advocacy to their customers, from quotes to claims. As your needs and life change, you can switch coverage and companies if necessary—without finding a new agent.

### Tailor-Made for You

Beyond having the freedom to shop around on your behalf, Trusted Choice® agents are able to tailor policies to fit your needs. If your family includes a live-at-home son who delivers pizzas at night, your agent may suggest a particular insurance company’s personal auto insurance product that covers this unique situation, knowing many other insurers won’t cover claims for this activity. It is important to have someone in your corner to offer knowledge and options you may not even know you have. You’re a person, not a policy. Trusted Choice® independent insurance agents take a [Pledge of Performance](#) to honor your exclusive needs.



### Independent Insurance Agents vs. Captive Agents

There are two primary types of insurance agents. “Captive” agents are employees of one insurance company and can only write policies for that company. This means they are limited to their company’s coverage plans.

Trusted Choice® Independent Insurance Agents, however, are able to source from a variety of reputable national and local providers. They have the flexibility to offer a broader range of options at highly competitive prices, so you get a personally tailored plan to suit your needs and budget.

Best of all, they are able to offer unparalleled and unbiased advocacy to their customers, from quote through claims. As your needs and your life changes, you can switch coverage, and companies if necessary, without finding a new agent. Find your local agent here.

**\*\*Saylor Insurance Service, Inc.** is a local Independent and Trusted Choice® agency that represents multiple insurance companies, so it offers you a variety of personal and business coverage choices and can customize an insurance plan to meet your specialized needs. You can visit **Saylor Insurance** at 21 Main Street, Sabetha, Kansas, inside the Morrill & Janes Bank Building, online at [www.saylorinsurance.com](http://www.saylorinsurance.com), or call us at **785-284-3435** or toll free at **888-736-2265**.