



Oak Street Funding

*You're closer than you think.™*

## **Free exchange for insurance agencies looking to buy or sell, from Oak Street Funding**

[www.osfagencyexchange.com](http://www.osfagencyexchange.com)

Indianapolis, Ind.—Insurance agencies looking to meet potential buyers and sellers can now promote themselves to thousands of interested parties at no charge at [www.osfagencyexchange.com](http://www.osfagencyexchange.com). The new Web site, one of the first agency exchange programs with no fee or obligation, was developed by Oak Street Funding, Indianapolis-based commercial finance company that pioneered commission-based lending for the insurance industry.

Richard S. Dennen, Oak Street's CEO, said the Web site was created to help the rising number of agencies preparing for change in the coming years. "As the industry consolidates and as carriers choose to work with major players, agencies need to consider growth through acquisition or becoming part of a larger entity—to gain greater leverage." Plus, he added, 70% of agencies are owned by those 54 or older, many of whom are planning for succession and a change of ownership.

The Web site features a map of the United States so potential buyers and sellers in specific regions can easily find each other. Those looking to acquire agencies can use the site to find certain demographics and tap into new markets that complement their existing carrier contacts—which can multiply revenues through contingency bonuses. Agencies looking to be sold can generate multiple offers through listings on the site, since there are five times as many buyers than sellers, according to Dennen.

Oak Street Funding, with extensive knowledge of leverage buyouts, earn-outs and seller-assisted sales, can help structure a deal tailored to the needs of sellers or buyers. Plus, Oak Street can facilitate loans to agencies based on their hidden assets—renewal commission—to generate immediate cash and fuel unprecedented growth.

### **About Oak Street Funding**

Oak Street Funding is an Indianapolis, Indiana-based commercial finance company dedicated to insurance professionals. The company offers commission-based lending to insurance agents, helping them achieve goals such as expansion, growth and succession planning. Through proprietary technology, Oak Street can accurately evaluate the risks of lending. For more information, visit [www.oakstreetfunding.com](http://www.oakstreetfunding.com) or call Lisa Nordhoff at 866.625.3863.

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