

DiBuduo & DeFendis Insurance Named “Best Practices Agency”

Prestigious Designation is given to Top Agencies in the U.S.

FRESNO, California (August 13, 2013) – DiBuduo & DeFendis Insurance has been designated as one of the top independent insurance agencies in the United States in the Independent Insurance Agents & Brokers of America (IIABA or the Big “I”) “Best Practices” Study Group.

Every year, IIABA and Reagan Consulting, an Atlanta-based management consulting firm, join forces to study the country’s leading agencies in six revenue categories. The agencies are selected through a comprehensive nomination and qualifying process and submit extensive financial and operational data for review.

This year 1,168 agencies were nominated to participate in the study with 304 firms submitting full data. After all submissions were scored and ranked objectively on 35 performance factors, only 213 agencies scored high enough to be included in one of the study’s six revenue groups, qualifying them as a Best Practices Agency. DiBuduo & DeFendis Insurance was nominated by either an IIABA affiliated state association or an insurance company and qualified based on its operational excellence.

“We’re pleased to be recognized as an industry leader and a top agency in the U.S.,” said Matt DeFendis, co-owner of DiBuduo & DeFendis. “We are committed to being on the leading edge of insurance in the state and will strive to keep this Best Practices designation for years to come.”

The annual Best Practices Study originated in 1993 as an initiative to help independent agents build the value of their agencies. By studying the leading agencies and brokers in the country, the Big “I” hoped to provide member agents with meaningful performance benchmarks and business strategies that could be adopted or adapted for use in improving agency performance.

The IIABA retained the principals of Reagan Consulting to create and perform the first study of The Best Practices of the Leading Independent Insurance Agencies in the United States. Today, the annual updates provide important financial and operational benchmarks, and the study is recognized as one of the most thoughtful, effective and valuable resources ever made available to the industry.

About DiBuduo & DeFendis

DiBuduo & DeFendis Insurance was founded in 1960 in Fresno, California. Today, DiBuduo & DeFendis is one of the largest independent insurance agencies in California with offices in Bakersfield, Dinuba, Fresno, Hollister, Lodi, Modesto, San Luis Obispo and Taft. The firm provides all lines of insurance to a diversified group of clients throughout the United States. For additional information, visit www.dibu.com.

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