

A PARTNERSHIP of Mutual Respect



NICHOLAS BOZZO, *Managing Director, Negley Associates Underwriting Managers*

For Negley Associates Managing Director Nicholas Bozzo, a strong partnership with Scottsdale Insurance Company isn't just a component of his business. It is his business. Negley works exclusively with Scottsdale to write Behavioral Healthcare coverage and, in short, if Scottsdale does well, they do well.

"Our entire business, every decision we make, is centered around how we can make Scottsdale a success. Because the better they do, the better we do," Nicholas said.

One of the longest program manager relationships in the E&S industry, Negley has worked with Scottsdale since 1986. And to Nicholas, the secret to their success has been that the two companies are a good fit. Negley has stayed true to their mission of building business and Scottsdale has been instrumental in giving them what they need to help them build it.

"There's a sense of mutual trust and respect," Nicholas said. "We built this business together. The Negley program is synonymous with Scottsdale. And we both understand we're in this to meet the needs of customers."

An essential aspect of partnership, Nicholas said, is the ability to trust the expertise of program managers. "We are experts in behavioral healthcare. We know what people are facing, what their struggles are. Scottsdale appreciates that and lets us write the exposures."

Also, according to Nicholas, Scottsdale's Claim Division is second to none. "You can have the best products, but at the end of the day, if the claim expertise and service aren't there, it's just a piece of paper. Having a dedicated claims group is essential. We've come to expect it, and they continue to deliver."

Relationships are also paramount in building a long-term partnership. "Negley and Scottsdale have been working together for 25 years to provide broad, responsible products. A long-term partner like Scottsdale is something we value."



Golden Light, Lake Powell by Ed Mell Courtesy of Medicine Man Gallery