

HINES BALL ADVISORY GROUP M&A, LLC

MERGERS & ACQUISITIONS

Governance Protocols: A Commitment to Agency Owners

Purpose: This document serves as a formal guarantee of confidentiality and owner-control for independent agency owners exploring long-term options.

1. THE HBAG CONSTITUTION

- **NO PRESSURE:** We do not operate on a transactional timeline. The owner dictates the pace.
- **NO BUYER OUTREACH:** We never share your intent or identity with third parties without your explicit, written invitation.
- **NO CARRIER CONTACT:** Your curiosity will never create a signal to your carrier partners or staff.
- **NO OBLIGATION:** A conversation is strictly informational. You may step away at any point with no follow-up.

2. SCOPE OF ADVISORY

We provide a private space for independent insurance agency owners to map scenarios. Our role is to help you understand options, not push outcomes. This includes:

- Understanding how agency value is typically assessed in the current market.
- Exploring perpetuation and continuity structures.
- Identifying levers to de-risk personal exposure while maintaining momentum.

3. CONFIDENTIALITY PROTOCOLS

We recognize that for an independent owner, **exposure is the primary risk**.

- **Contained Communication:** All correspondence is one-to-one with a designated HBAG partner (Gary Hines or appointed advisor).
- **Information Security:** Any information you choose to share is used solely for the purpose of advisory modeling and is never redistributed.
- **Anonymity by Default:** Your identity remains shielded until you personally approve a specific disclosure.