

FOR IMMEDIATE RELEASE



Local Insurance Agency Receives National Health Care Recognition



Tony Palumbo of Palumbo Insurance Associates recognized for excellence in service to area medical professionals.

Bel Air, MD (March 5, 2012) - According to the Bureau of Labor Statistics there are approximately 700,000 physicians in the United States who work in excess of 60 hours per week. Reimbursement cuts from public and private insurance, a host of regulatory, clinical and economic issues and soaring medical malpractice premiums have left many primary care practices in precarious financial condition. While physician earning potential is the highest among any profession in the US, long clinical hours and on-call schedules leave little time for a doctor to seek out and evaluate providers of professional services to meet their own business and personal needs.

In response, an elite group of professionals is emerging as specialists to the medical community. In recognition of his work with area health care executives and physicians, Tony Palumbo of Palumbo Insurance Associates has been named an MD Preferred Insurance Provider. Each year, US Medical Specialties, Inc., a national medical consulting firm, recognizes excellence in service to the medical community in a number of professional disciplines including real estate, insurance, accounting, banking, financial and legal services. The goals of the MD Preferred Program include identifying, acknowledging and promoting agents who provide service excellence to the medical community.

The program provides medical professionals with an [online resource center](#) where they can find profiles and contact information of "doctor friendly" professionals who are committed to providing a quality service experience. "Doctors are very busy professionals," observed Michael O'Malley, Project Manager of MD Preferred Services. "When it comes to finding an insurance agent that specializes in serving hospitals, private practices and individual physicians, they appreciate an organization that has done the research for them and has pulled a team together to make their lives easier. Our online resource center is the place where their search can begin and end."

Every MD Preferred provider is selected for their commitment to serving the healthcare industry. They often work in close concert with area medical facilities helping them evaluate and update their risk management programs and med-mal coverage. MD Preferred insurance agents are uniquely qualified to advise healthcare executives and managers as they seek cost effective, cutting edge coverage for their businesses and staff. As part of a community based team of other MD Preferred professionals they can help area medical providers attract and retain talented physicians.

"We are proud of the recognition we have received. Employee benefits, business insurance and medical malpractice premiums represent one of the largest expenses of any healthcare enterprise," Mr. Palumbo observed. "We help our medical clients manage and control these outlays using our experience and understanding of the healthcare industry and our access to top tier national and alternative insurance providers in all categories of risk management."

ABOUT TONY PALUMBO

With more than 35 years of experience in the insurance industry, Tony Palumbo's track record in growing sales, revenue, net profit and revenue per person for his clients and companies demonstrates an unyielding commitment to excellence. Currently President and CEO of Palumbo Insurance Associates in Bel Air Maryland, www.palumboinsassoc.com, Tony is building a network of Alternative Risk Transfer solutions for the Healthcare profession, Federal Government Contractors, Service Companies and Main Street businesses with risk management and insurance solutions. Before founding P.I.A. as President and Chief Operating Officer of Clements International in Washington D.C., he led the company's strategic and operational objectives, doubling the size and profitability of the company, increasing return on revenues by more than 50 percent, hosting agents and delegations from Asia and Europe to enhance and expand its global network, and introducing unique medical products for The Peace Corps, American International Schools and NGO's around the globe, among other achievements. Under his guidance, the company became a Lloyd's of London Cover holder and was cited as a "Best Practices" agency by The Independent Agents & Brokers of America. Prior to joining Clements International in 1996, Tony served as a vice president in Finance for The Maryland Insurance Group. Tony was also with Fireman's Fund for 11 years in New Jersey, New York City and Chicago with his last assignment being AVP of the mid-west regional operations center. Tony is also certified and licensed in a number of states for an array of insurance products, including, property and casualty; life and health; excess and surplus lines, and has written articles and chapters that have appeared in Global Insight and Business Change and Re-Engineering Journal of Corporate Transformation. P.I.A. is a member of MD Preferred Physician Services, Harford County Chamber of Commerce, AUSA, AFCEA, Army Alliance, NMTA, ASHRM and MD/DC SHRM. Tony lives in Bel Air, Maryland with his wife and family. For additional information you can contact Tony Palumbo directly at 410.836.8591.

ABOUT MD PREFERRED PHYSICIAN SERVICES

Each year the MD Preferred designation recognizes a diverse group of 'doctor friendly' professional service providers. MD Preferred providers can be found at an online resource center, www.MDPreferredServices.com. Access is available at no cost to the medical community. MD Preferred also manages one of the industry's largest medical job boards, publishes a daily medical blog and distributes a monthly E-Newsletter to every residency and fellowship program in the country. For additional information contact Mike O'Malley at 800.260.8366.

Request a no obligation consultation today from Palumbo Insurance Associates at AlternativeRisk@palumboinsassoc.com

Palumbo Insurance Associates 410.836.8591