



*Helping
Clients
Navigate
Risk*





ABOUT ALAMO INSURANCE GROUP

As a leading certified minority-owned full service insurance broker and risk advisor, Alamo Insurance Group is devoted to finding the opportunity in risk. From risk identification and assessment, to quantification and prioritization, to risk mitigation and financing — our approach lies at the core of a truly differentiated client experience.

With over 20 years of experience and licensed in over 40 states, the Alamo Insurance Group has provided the highest caliber of service and expertise to our clients which range from small businesses and organizations to large national companies in both the public and private sector.

Providing customers with quality products and exceptional service at a good value is the foundation upon which Alamo Insurance was built and continues to operate. We guarantee our clients absolute honesty and integrity in all matters. Alamo Insurance Group has a legacy of long-standing clients and a commitment to customer service.

Alamo Insurance Group's products and services are among the most comprehensive in the industry. We provide our clients a full array of risk management services, insurance placement, employee benefits consulting, self insured and TPA management, and financial services and pension management through our strategic partner relationship.

Our Mission:

Our mission is to provide quality insurance products and services, thus establishing a tradition of professionalism and teamwork.

Our Philosophy:

Our philosophy is to meet and surpass our client's expectations.

Professional Pledge:

To uphold our client's needs first and foremost; to that end, we will always keep our knowledge current through continuing education, so that what our clients receive, can truly be professionalism at it's best.

LUIS ALAMO FOUNDER AND PRESIDENT

As Founder and President of Alamo Insurance Group, Inc., Luis Alamo has grown the business from a one man operation in 1992 to the nations leading minority-owned full service insurance brokerage firm – an accomplishment he credits to the Company's intense focus on building both personal and professional relationships with its clients.

With more than 15 years experience in the insurance industry, Luis possesses deep expertise in life, health, and property/casualty insurance products, as well as risk management consulting services.

As President of Alamo Insurance Group, Luis manages the Company's day-to-day operations and plays an active role in every public and private sector client account. He focuses on building long-lasting relationships with customers and works to provide solutions to fit their needs.

"Although it is important to maintain strong and productive relationships with our carriers, it is our duty to uphold clients' interest first and foremost."

Luis is a recipient of Continental Newspapers' "Big Apple Man of the Year Award" for his widespread involvement in community service activities in the New York/New Jersey area.

He resides in North Bergen, New Jersey with his wife and two children.

TAMMEISHA D. SMITH VICE PRESIDENT & PARTNER

As Vice President and Partner at the Alamo Insurance Group, Inc., Tammeisha Smith is responsible for driving the growth and expansion of the Company, helping to propel Alamo to its current position as the leading certified minority-owned full service insurance brokerage firm in the country.

With more than 15 years experience in the insurance industry, Tammeisha is an expert in the areas of designing, developing and implementing policies for business lines as well as planning and directing business analysis, risk modeling and insurance contract negotiations.

In addition, Tammeisha manages the firm's community outreach programs, which partners with communities and organizations throughout the country to bring affordable medical and prescription services to underprivileged areas.

Tammeisha attended Fairleigh Dickinson University and completed her studies at Trinity College and University of Sioux Falls, South Dakota, where she earned her bachelor's degree in business administration.

She resides in Warren County, New Jersey with her two children.

OUR DIVISIONS

Employee Benefits

Meeting the employee benefit needs of a diverse employee population frequently demands a degree of benefit plan design flexibility that is attainable only through the skillful implementation of a benefits strategy. As the array of such benefits expands, it takes a knowledgeable business partner to assure the quality, stability, efficacy, compliance and financial due diligence these programs demand.

We study clients' culture, history and objectives — and tailor solutions to the contours of the proprietary design. Our focus is on developing excellence in negotiating aggressively with carriers, maintaining compliance services and communicating with your Finance department, HR staff and employees.

HR Consulting & Benefits Administration

Chances are, you are spending way too much time on benefits administration and paperwork, compliance management, putting out fires and answering routine questions from employees-- leaving you little time for the more rewarding aspects of your job.

At Alamo Insurance Group, we offer more than just benefit brokerage services. We're business professionals who function as an extension of HR in the areas YOU require a helping hand. We work directly with HR to customize standard and enhanced services that control costs, maintain compliance, streamline administration and increase employee engagement.

Property & Casualty Risk Management

Risk Management is the art and science of reducing the exposure to loss. This offers two benefits: fewer loss incidents and better treatment in the marketplace. Both are key to lowering total cost of risk. Both are delivered by our Property Risk Control and Engineering Services and our Casualty Risk Control practices.

Environmental Risk Management & Loss Control Services

Operational efficiency and energy cost reduction doesn't happen overnight. It requires diligent testing and monitoring, interviews with key personnel and keen insight to direct organizations toward the most economical designs, equipment choices and controls. We deliver scalable solutions that align with your business needs, from one-time consulting services to obtaining and delivering comprehensive energy audits, retro-commissioning and infrastructure upgrade recommendations.

As a LEED (Leadership in Energy & Environmental Design) Green Associate certified firm, Alamo Insurance Group can provide the ideal combination of industry expertise and passion. Firmly focused on quality, we methodically analyze even the smallest details that could potentially impact your bottom line.

Personal Insurance

Alamo Insurance Group personal insurance professionals deliver world-class service by focusing on partnership and personal attention. Our high standards of communication, stewardship and individual skill and care have made Willis a leader in the field of personal insurance protection.

We undertake a detailed review and evaluation of personal exposures. We then create a tailored program appropriate for the individual or family. Only through careful planning can we create an insurance program that will respond in a manner consistent with your needs, lifestyle and tolerance for risk.

PROUDLY REPRESENTING:

This is a partial list of the many providers that Alamo Insurance Group represents in the insurance marketplace. Contact your representative to find out which provider best fits your needs.



STRATEGIC PARTNERSHIPS

Through its one-on-one partnerships with some of the largest providers in the industry, Alamo Insurance Group is uniquely positioned to leverage your buying power to create the product that best meets your needs. With established relationships across a wide breadth of industries, you can be certain that Alamo Insurance Group has the capability to offer the best value in protection as well as the highest quality of service, from proven providers that have continued to live up to their time-tested reputations.



TESTIMONIALS FROM OUR CLIENTS

Free For All Incorporated

"Alamo Insurance Group is friendly and easy to work with, and they understand our need to provide top quality customer service. The folks at Alamo are making it easy for us to pass along the best products and services to our client base. Alamo appreciates our business and it shows!"

– Anna V. Whelpley, Senior Account Manager

Neighborhood Child Care Center, Inc.

"I have relied on Alamo Insurance Group's expertise and knowledge for years. Their focus on proactive, professional customer service has been a great benefit to both myself and our employees."

– Avissa Beek, Executive Director

Town of West New York

"Thank you for all of your help. We have found your organization to be innovative, insightful and extremely comprehensive to the needs of the town of West New York by putting our interest first and foremost."

– Janet Passante, Chief of Staff

Medina Consultants

"Thanks for your great service. Price and coverage are important factors we use when selecting insurance companies. The difference that make your insurance business attractive to Medina Consultants is the service and attention to detail your staff provides to us. The combination of price, coverage and service makes your firm a home run for us."

– Robert Medina, P.E., President

Madison Housing Authority

"Working with Alamo Insurance Group has significantly saved me time and energy when dealing with any insurance related matter. They are very professional and extremely helpful at all times. Without their assistance I would have had to spend countless hours trying to navigate the complex issues dealing with insurance, especially when it came to filing claims. I commend them for their dedication and would honestly recommend them."

– Louis A. Riccio, Executive Director