

Meet Relation, Your New VMA-Approved Member Benefits Partner.

The VMA is proud to announce a new addition to our Member Benefits Program: Relation Insurance Services. Relation offers superior risk management and benefits consulting services across the United States and is ranked by Insurance Journal within the top 25 largest agencies in the country by revenue.



Relation employs a team of professionals dedicated to creating a bespoke Employee Benefits program, utilizing a consultative approach, with the bench strength and experienced team of professionals to meet your organization's human capital needs.

Call Marti or LH Today About A Group Employee Benefits Package.



Marti Smith

(864) 617-0202, marti.smith@relationinsurance.com

Marti leverages years of experience in Employee Benefits Consulting to provide strategic and financial consulting including managing complex financial reporting, negotiating competitive renewals, and finding solutions in support of wellness as well as significant savings for your company. Marti brings expertise focused on strategic planning, funding analysis, carrier negotiations, compliance, and communication strategies. She provides leadership in the identification and assessment of broad health and welfare marketplace trends for a diverse range of employers ranging from 50 to 20,000 employees.



Lewis L. H. MUNDIN, IV

(434) 665-4880, lh.mundin@relationinsurance.com

LH has extensive Employee Benefits experience, specializing in Fully Insured & Self-Funded Group Medical Programs, Stop Loss Risk Management, and group medical Captives. He's versed in all phases of Health and Welfare benefits consulting, including strategic planning and identification of business objectives, plan design, funding arrangements, cost management, administration, and compliance. LH delivers expert reviews and analyses of carrier rate renewal actions, participates in rate negotiations, projects pre-renewal estimates on reinsurance and self-funding plan costs and provides underwriting guidance to his clients.

