



Certified Market Specialist

Overview

The **MarketScout Exchange** is utilized by insurance agents searching for “Best of Class” expertise in a particular coverage or industry classification. Unlike many market location resources, we search for the best talent available and post only one specialist in each category. If you pass the MarketScout tribunalization process you will be confirmed as a Certified Market Specialist in your area of expertise.

Criteria

The requirements to become a **Certified Market Specialist** are rigorous. Note the following minimum criteria:

- Proven technical expertise in coverage or industry classification
- 3 – 5 years ongoing specialty focus
- Binding authority
- Proper E & O coverage
- Insurer must be AM Best rated A - X or better
- No history of any breach of fiduciary duties
- No retail operations
- Successful completion of MarketScout interview



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the CMS Award.***

