

Client Profile: Marble Insurance Agency



COMPANY



Marble Pay/Marble Insurance

FOUNDED

2020/2022

EMPLOYEES

11

PRODUCERS

4

STATES

50

CHALLENGE

Scale a start-up insurance agency nested inside a digital wallet for insurance start-up

SOLUTION

Outsource foreign qualifications, registered agent services, SOS registrations, and individual and entity licensing

Stuart Winchester, CEO & Founder of Marble Pay / Marble Insurance Agency is a visionary entrepreneur who is building an entirely new, personal ecosystem for insurance. He first launched Marble Pay in 2020 as a platform where members manage, shop, and earn rewards on their existing insurance policies, in a single, seamless digital wallet. In 2022 he launched Marble Insurance so the platform could also sell policies and earn commissions through the Marble Pay platform. Headquartered in New York, NY, Marble leverages a global workforce of 11 people, including four licensed agents, one of whom is Stuart.

Driving growth is a full-time engagement for Stuart. "I'm sure we monetized our agency faster by engaging 3H Corporate Services," he observes. "I knew I could trust them to implement the optimal corporate and licensing infrastructure, and that meant we could focus on growing the business." For Stuart, and many 3H Corporate Services clients, trust and speed have tremendous value.

Finding a Trusted Partner

Sourcing talent is critical to any business and especially startups. "It's an essential strategy. Something I'm constantly trying to do correctly," Stuart offers. It's the underpinning of his remote-first, global workforce. And he applies the strategy to sourcing partners as well as employees, adding, "We have a corporate law firm here in New York City. But if we worked with our corporate law firm for our licensing and compliance needs, we'd spend months answering questions and getting a junior licensing attorney up to speed – and it would cost us three times as much."

"I'm sure we monetized our agency faster by engaging 3H Corporate Services."

— STUART WINCHESTER, CEO & FOUNDER



Fortunately for Stuart, he already knew where to go. "I first met Gary (Harker, CEO, 3HCS) several years ago when I worked at another tech startup that operated at the nexus of mortgages and insurance. Gary had come to us highly recommended by another early-stage company. He laid out his background, and the companies he had worked with, and we engaged him to structure the workflow within our entities, so we didn't violate any regulations, and then to take on license management in all 50 states.

“The 3HCS team has helped so many people do this so many times - their expertise and service levels are just exceptional.”

— STUART WINCHESTER,
CEO & FOUNDER

“When it came time to stand up our agency within Marble I knew much more of the playbook and how to do it. But we still needed a solution for our licensing needs, and it was a no-brainer to turn to Gary and the 3HCS team,” Stuart confides.

Scaling a National Agency, Quickly

Ask Stuart about his experience working with 3HCS and he begins here, “This is the thing I say when I recommend 3HCS to other people.”

His voice rises with enthusiasm as he continues, “We knew we wanted to scale an agency quickly, but we hadn’t started or done anything towards it. I went out on paternity leave around Thanksgiving. By the time I came back three months later, we were fully set up. The entity was set up, the licenses were issued, and we had full visibility into everything through the Creative Compliance Hub platform.”

“Just like that,” he exclaims with a snap of his fingers, “we were rocking and rolling, and could confidently sell insurance in all 50 states!”

Speed, efficiency, and ease still govern the working relationship. “We flip things back and forth with the 3HCS team hyper-efficiently. They know exactly what they need and can convey it in a single email. Instead of protracted exchanges, we’re compressing a week’s worth of back and forth into two days,” Stuart declares.

“And here’s another thing,” he adds excitedly. “When I worked with Gary at my previous company, it was before he had launched Creative Compliance Hub. We maintained several spreadsheets to track each entity’s and individual’s license numbers and renewal dates. Now, I just jump on Creative Compliance Hub, and boom, everything’s right there! As you can imagine, I have a real appreciation for digital systems of record, and Compliance Hub is a great product. It’s a huge time saver to have finger-tip access for grabbing license numbers, downloading SOS filings, and tracking the status of everything.”

Operating at the intersection of speed, efficiency and compliance is essential to a thriving agency and the hallmark of what 3HCS brings to their agency clients.

Conclusion: A trusted, and recommended partner for growth

Stuart Winchester trusts and recommends 3HCS, concluding, “The 3HCS team has helped so many people do this so many times - their expertise and service levels are just exceptional.” Whether you’re launching a startup agency, growing through acquisitions, or anything in between, it’s important to have licensing and compliance expertise you trust. If your plans include growing your agency, get in touch and let us demonstrate how we can help you achieve your goals.



36 Long Alley, Saratoga Springs, NY 12866
3hcs.com • info@3hcs.com
518-583-0639