



KMRD is an exclusive member of WBN - the largest network of independent broker firms in the world. With KMRD, your organization has access to more of what it needs - all from a single source.

	Global Broker	KMRD + WBN	The KMRD Difference
Scope	Typically over 100 countries & 400 cities	112+ member firms in 100 countries & 500 cities	Access to the largest independent broker network
Client Focus	Physical offices in major cities	Physical offices and /resources in major cities + Responsive client relationships	Access to our “clients first” approach; We currently hold a 98% client retention rate!
Local Experts	Yes, with assigned local office representative	Yes, with privately owned brokers	Access to our ownership and senior leadership
Compensation	Separate profit centers; Local office is usually paid small % of overall account revenue	KMRD pays local broker fee based on scope of services	Access to our incentivized team of professionals
Accountability	US office has limited relationship with overseas counterparts	WBN members meet face to face 2 times per year to build relationships and ensure regulatory compliance	Full compliance with local government regulations; Full accountability with broker partners serving mutual client needs
Technology	Secure proprietary platform with self-service functionality	Secure proprietary platform with self-service functionality; Plus targeted access to information	Access to ALL of your information; KMRD is highly collaborative; Our information is your information!
Local Policy Summaries	Varies by fee	Yes	Access to English summary of local policies