

AMERIND: Making Good Decisions for Indian Country

From his first meeting with the AMERIND team, Dan Kain, business executive with the Puyallup Tribe, said he knew they had shared values.



DAN KAIN
BUSINESS EXECUTIVE
Puyallup Tribe

“The Tribe retained AMERIND 10 years ago after Kain made the recommendation to Tribal Council. Kain’s recommendation was based on AMERIND’s ability to provide the best coverage and rates, and, more importantly, its ability to protect the Tribe and its assets,” Kain said. “AMERIND’s exceptional accessibility is at the center of its unique relationships with Tribal entities.

“Derek Valdo, Tina Duncan, Bob Dahl – any of them will pick up the phone when you call them. If they’re not available, someone will call you back within five minutes. That’s how responsive they are, and how good they are at what they do,” Kain said.

AMERIND currently provides workers compensation, property and auto coverage for the Puyallup Tribe.

“From a cost perspective, AMERIND is very competitive with larger insurance companies. When you can go to Tribal Council at renewal time and an AMERIND policy costs less than the competitors, that makes it an easy choice,” he said.

“AMERIND serves a niche market. Tribes Protecting Tribes – it’s a motto that describes them well because they are so engaged in Indian Country. They always approach our discussions with the attitude that we’re all in this together. They want to vet your needs and then make good decisions for Indian Country.

“Whenever there’s an opportunity to review an insurance policy and who can best fill that void, I encourage others to ask AMERIND for a bid. We utilize them because of their performance, and it’s easy to develop lasting relationships with a company when you know they’re looking out for your best interests,” he said.

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About the Puyallup Tribe

- ▲ 6,000 members in Tacoma, Wash., and the area
- ▲ One of six metropolitan Tribes in the U.S.
- ▲ 650 employees