

# THE TEAM WITH THE BEST PLAYERS

WINS..... Jack Welch

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## A New “Game Changing” Captive Program for Mid-Sized Business

By William York, VP of Marketing



“The Game Changer” in the Captive Insurance market is a newly created program that will help many mid-sized companies establish a unique insurance program. This program is designed for those companies that may have previously not been candidates for a captive program,

### What is Captive Insurance?

Captive Insurance enables the business owner to keep all or a portion of their insurance premiums paid. These proceeds can be invested every year helping to make the captive a strong financial vehicle that also controls the cost of traditional insurance.

### What is the “New Bundled Game Changer Program?”

ICA (Independent Captive Associates) has designed a program that works alongside of an A+ rated insurance carrier. The same policy language and limits that are currently maintained will stay the

same while helping the business to retain a substantial amount of insurance profits through a captive. Net insurance premiums spent can be reduced by up to 40%.

Every claim covered under your current commercial insurance will be handled by the “**Bundled Insurance Game Changer.**” A portion of the risk is reinsured by the A+ rated carrier to the captive. If there are no claims the captive retains all the monies reinsured to it. Depending on the amount of the claims, some are paid by the A+ carrier and some are paid by the captive while some might be paid by a stop loss carrier.

The program helps recover the “**No Claim, Loss of Premium**” dilemma that businesses face. Insurance is typically a “**Lost Expense**” because premiums that are paid are usually gone forever. With the exception of peace of mind, a business almost always has nothing to show for insurance premiums paid unless.... the business has a claim. This program provides downside protection and upside. The new program will now change the insurance playing field.

Since the captive works with the A+ rated carrier, along with experienced underwriters and third-party actuaries, this program allows a mid-sized business to own a captive without paying the high transactional costs and minimums that previously were not plausible.

Each business owns and controls 100% of their new “Bundled Game Changer” Captive Insurance Company.

**Premiums currently paid to commercial insurance are usually gone forever. There is no financial upside to the business that pays commercial insurance other than being reimbursed for a claim.**

No business wants to have a claim because:

- 1) a claim means something bad has happened to the business and**
- 2) claims usually drive rate increases for the following year.**

The Game Changer Bundled Captive helps to reduce the net cost of the businesses’ property and casualty insurance and since the captive is owned by the business owner, 100% of the underwriting profit (premiums received minus claims and expenses) is retained by the business.

**The Game Changer Captive Insurance Program is directed at:**

- Businesses that continue to pay increasing commercial insurance premiums with a low claims experience
- Businesses that pay a total of at least \$250,000 in combined property and casualty premiums
- Businesses that have a proactive risk management and loss control program

**Summary of Game Changer Bundled Insurance program:**

- Use the same coverage language and limits as currently in place
- Create **investable** loss reserves
- A+ rated fronting and reinsurance
- Retain net premium spent up to **40%**

Captive Insurance Companies are created to provide a level of risk management not possible in today’s commercial insurance market. Our innovative investment management team will deliver a strategy that understands and exhibits an in-depth knowledge of the workings of every Captive Insurance Company.

**Call Independent Captive Associates, LLC to learn how to get started.**

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