

THE PREFERRED PROVIDER TO THE MOST TRUSTED ADVISOR

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National Network of Accountants, 6900 Jericho Turnpike, Syosset, NY 11791

www.nnaplan.com E-mail address: rroth@nnaplan.com

Offices located in Connecticut, Florida, New York, and Israel

CONSIDER “A DIFFERENT APPROACH”



By William York, VP of Marketing
National Network of Accountants

Independent Captive Associates is not an insurance company but rather consultants that approach risk management and business planning from a different point of view. We take a “different approach.”

People who work in the Captive area approach the subject based on their areas of specialization. If you hire an insurance company the approach will be partial to insurance. If you hire a law firm to create and guide you on captives, the perspective will be from a legal point of view.

And, if you hire business consultants, the point of view in the captive area is to create and utilize the captive as a business tool seeking to maximize return, minimize risk and grow your enterprise.

Independent Captive Associates was founded by an engineer with a background in the accounting area. He had created and led an accounting service group ... the National Network of Accountants. Our goal is efficient tax structure using the application of analytical thinking.

We believe we are unique and our approach creates an exceptional outcome.

We believe we differ from others in the captive field because of the following:

FOCUS ... this is our only business. We are single minded in our belief that Captives are an advanced tool that not only manage risk, but minimize tax, increase capital and then employs that newly created capital to enhance the business essentials. We believe it is to the detriment of a business when they are paying commercial insurance rates with minimal claims, to then enhance the wealth of those commercial insurance carriers to the detriment of the insured business.

We believe many business issues can be solved through the creative use of captive insurance companies in conjunction with other business planning – buy/sell agreement, retention of key personnel, enhanced estate planning, retirement planning, acquisitions of businesses, etc.

MVR ... Multiple Vendor Relationships ... We believe it takes a village. It takes a group of experts in multiple fields to properly build and operate a captive insurance company. We bring to the table “the best of the best” in law, accounting, insurance, wealth management and business planning. Our scope of experts ranges from Deloitte to Fidelity. We believe the best team wins. We replace support firms (vendors) as needed and act as a management firm in all phases of the captive and we do it in a cost-effective manner.

Agility ... Even though captive insurance is more than 60 years old and 90% of Fortune 500 companies use captives ... captives continue to evolve. Whether it’s the imposition of Section 6166 or the changes made under the Trump administration, we pride ourselves on our

ability to react in a quick and responsible manner in order to ensure that we meet each of our clients’ needs. Since this is our only business, our relationships with the American Bar Association and multiple accounting groups gives us the edge to react to governmental changes, tax rulings, and business issues.

In addition, because our focus is regional (the Northeast) we can serve clients in this geographic area more effectively unlike major insurance companies operating in this area and struggling to make changes in a timely manner. Example: commercial insurance carriers are struggling daily to deal with cyber security. We create a customization that fits the needs of the business. We fill in the holes of the commercial insurance policies and adjust as needed.

Responsiveness ... Our focus, multiple vendor approach, agility and internal departmental structures work to guarantee responsiveness to our captive owners. When you deal with **Independent Captive Associates**:

- ✚ We champion and guide any claims issues with your captive management vendor.
- ✚ We design ownership arrangements that support the current and future business needs of your practice.
- ✚ We educate and keep you up to date on key issues.

Integration ... We do not believe that captive insurance companies are created solely to manage risk. We understand and fully appreciate the necessity of controlling risk. We underwrite risk ranging from malpractice insurance to reputational risk but we also recognize that a captive insurance company is a stand-alone-business created to enhance the primary functions of your practice. It is a separate but integrated business to the sponsoring practice. Two operating businesses functioning in unison maximize efficiencies to the main practice.

Independence ... We can and do serve as a manager of managers. Unlike many competitors we champion the needs of our clients. Because of our multiple vendor approach, this may convert to our suing a captive manager for their failure to properly handle a claim submitted by an insured firm. It may result in our changing of investment manager for their failure to comply with the stated investment management policy statement on file with the state insurance department. Our independence drives our overwhelming desire for compliance. We have represented 32 companies in tax audits -- all resulting in no changes. We are independent and answering to our clients and not our stockholders, supports this independence.

These points clarify our differences. Also in support is our book co-authored with Mazars, USA entitled “The Game Changer,” as well as an article written for the *NY State CPA Journal* in conjunction with Marcum, LLP entitled “*Captive Insurance Companies*” A Common Sense Approach to Improved Risk Management. Both of these accounting firms have endorsed our firm and stand behind our tax strategies, unique business structure and investment philosophies.

Ronald M. Roth
 Phone: 516-629-9063
 E-mail: rroth@nnaplan.com
National Network of Accountants
 6900 Jericho Turnpike
 Syosset, NY 11791
www.nnaplan.com

