



# RISK SERVICES

INNOVATIVE • INSURANCE • SOLUTIONS



# Companies of Risk Services

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Who are we?  
[www.riskcompanies.com](http://www.riskcompanies.com)



# The Companies of Risk Services



# Risk Services - Who Are We?

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- **Group of companies operating exclusively in Alternative Market Insurance**
- **Senior Management have over 100 years combined experience**
- **Largest manager of Liability Risk Retention Groups in USA**
- **Strategic Partner with multiple 'A' rated Carriers**
- **Surplus Lines program MGA/Broker**



# Risk Services - Who Are We?

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## Senior Management Background

- **Michael Rogers, Chairman**
  - CPA, CA, CPCU
  - Big 4 Accounting Firm, Former Regulator
- **Troy Winch, VP – Director of Captive Insurance**
  - CPA
  - Big 4 Accounting Firm, 20+ Years in Alternative Insurance Market
  - NRRA Board Member
- **Jon Harkavy, Executive VP**
  - Attorney, Former General Counsel of RIMS
  - Drafter of 1986 Amendments to the LRRRA
- **Patricia Spaul, VP - Underwriting**
  - All lines underwriter
  - Previously with Firemans Fund, Allianz and Crum & Forester

### **Approximately 50 Staff:**

- Key staff are certified professionals from all functional areas of insurance, including underwriting, licensed adjustors, loss control, licensed agents, marketing, finance (CPAs), and paralegal/regulatory.



# Risk Services - Client Profile

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- Liability Risk Retention Groups
  - Medical Professional Liability
    - Physician and Hospital Groups
    - Long Term Care
  - Transportation
  - Contractors
  - Auto Warranty
  - Individual needs / distressed liability programs
- Captive Insurance Programs
  - Pure and Group Captives
  - Agency Captives
  - Fully Funded RAC Programs
- Surplus Lines Programs
  - AmTrust
  - GMACI
  - United Specialty
  - Catlin
  - Lloyds of London



# Risk Services - Client Profile

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- Workers Compensation
  - Licensed Carriers
  - Fully Insured Programs
  - Captive Programs
  - An AmTrust Company since 2010
    - AmTrust writes \$1B+ annually in Workers Compensation and is rated 'A' X by AM Best
  - Underwriting Appointments with:
    - Everest National Insurance Company
    - Benchmark Insurance Company
    - Companion Insurance Company
    - Zurich
    - Utah Business Insurance Company
    - AIG/Chartis
    - ACE
    - Guarantee Insurance Company



# Risk Services - Where Are We?

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- Captive Insurance Domiciles:
  - Vermont since 1981
  - Hawaii since 1990
  - Bermuda since 1995
  - Nevada since 1999
  - District of Columbia since 2001
  - South Carolina since 2003
  - Arizona since 2003
  - Utah since 2006
  - Montana since 2006
  - Delaware since 2007
  - Missouri since 2009
  - Kentucky since 2009
  - Turks & Caicos since 2013





# Quality of Service

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- Risk Services prides itself on quality of service and 24/7 response.
- A Mercer customer service study rated Risk Services 10 out of 10 in almost every category.



Risk Services  
Customer Survey

# Risk Services - What Are We?

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- Three Major Divisions
  1. Captive Insurance Management
  2. Policyholder Services
  3. Insurance & Reinsurance

# 1. Captive Insurance Management - Specialties

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- Emphasis on program business including:
  - Group captives
  - Risk Retention Groups (RRGs)
    - **Manage more RRGs than any other manager**
    - **#1 in USA in formations of new RRGs since 2003**
    - Over 40 new formations since 2003
    - Managing 35 RRGs, including 20 Medical Professional Liability RRGs, (writing approximately \$150M of Premium)
  - Agency Captives

# 1. Captive Insurance Management - Duties & Responsibilities

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- Application & Licensure:
  - Assist in structure and format
  - Reinsurance and fronting placement
  - Provide boilerplate corporate documents and agreements
  - Liaison with state regulators
  - Multi-state registration process
- Financial Management:
  - Domiciliary home office
  - Serve as officers/directors as requested
  - Maintain accounting and regulatory records
  - Prepare internal and NAIC financial statements
  - Budgets, projections and other special projects as requested
- Regulatory Compliance:
  - Multi-state premium tax returns
  - Annual and Quarterly NAIC and state filings
  - Oversee audit and actuarial filings

## 2. Policyholder Services - Services Provided

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- Underwriting
- Premium billing and collection
- Policy issuance
- Marketing
- Financial reporting
- Claims handling
- Premium tax and Surplus lines reporting

## 2. Policyholder Services

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- Provide policyholder services to multiple RRGs operating in multiple states
  - Physician, Hospital and Transportation RRGs
  - Approximately \$20M annual premiums
- Represent Utah Business Insurance Company
  - Monoline W/C Carrier (Approximately \$15M annual premiums)
- AmTrust
  - Designated Surplus Lines MGA/Broker



# 3. Insurance & Reinsurance - Services Provided

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- Reinsurance placement:
  - Licensed Reinsurance Intermediary in all 50 States and Bermuda
  - Domestic and International
  - Exclusively for clients managed by Risk Services
- Insurance placement:
  - High Deductible product development and placement
  - WC Retro product development and placement

# Risk Services

## - Physician and Hospital Clients

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- Care RRG, Inc.
- Centurion Medical Liability Protective RRG
- Emergency Medicine Professional Assurance Company RRG
- Lancet Indemnity RRG, Inc.
- Medical Providers Mutual Insurance Company, a RRG
- Nevada Docs Medical RRG, Inc.
- Obstetricians & Gynecologists RRG of America, Inc.
- Orange County Medical Reciprocal Insurance Company, a RRG
- Physicians Casualty RRG
- Urgent Care Assurance Company RRG
- QIE II, Inc.





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## – Long Term Care Clients

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- Communities of Faith RRG
- Continuing Care RRG
- TRS Reciprocal Insurance Company, a RRG
- New York Health Care Insurance Company, RRG
- PCH Mutual Insurance Company RRG
- Central Arkansas Nursing Centers
- Southfork Risk Management
- Nursing Home Risk & Indemnity, Ltd.

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## – Transportation Industry Clients

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- American Forest Casualty Company RRG
- ARCOA RRG
- Circle Star Insurance Company, a RRG
- Intermodal Insurance Company
- OOIDA RRG, Inc.
- Pinelands Insurance Company RRG
- Spirit Commercial Auto RRG
- Specialty Transportation Insurance Company

# Risk Services – Contractor Clients

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- American Builders Insurance Company, RRG
- Bonded Builders RRG
- Home Construction Insurance Company RRG
- National Builders & Contractors Insurance Company, a RRG
- New Home Warranty Insurance Company, a RRG
- Utah Business Insurance Company

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## - Auto Warranty Clients

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- Continental Risk Underwriters RRG, Inc.
- National Service Contract Insurance Company, a RRG



# Risk Services - Other Clients

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- Association of Certified Mortgage Originators RRG (Mortgage brokers)
- Government Technology Insurance Company RRG, Inc. (Federal government software contractors)
- Napleton Dealer Group (Auto Dealers)
- Spirit Mountain RRG (Pregnancy counseling centers)
- State Capitol Insurance RRG, Inc. (Lobbyist E&O)

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## - Surplus Lines Program Clients

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- Credit Insurance Program (Credit Default Insurance)
- CNH Floor Plan Physical Damage Program (Agriculture and Construction Equipment)
- CNH Loss Damage Waiver Insurance (Dealer Rental Equipment)
- Solarrus (Solar Maintenance Warranty Program)
- Second Defense Alliance (Registered Gun Owners Legal Defense)
- EMPAC RRG Program (MedMal Emergency Medicine)
- CARE RRG Program (MedMal)
- New York Healthcare RRG Program (MedMal)
- SCRUBS RRG Program (MedMal Urologist)
- Construction Services Risk Purchasing Group, Inc.



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## - Agency Captive Clients

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- Agent Alliance Reinsurance Company, Ltd.
- Allied Producers Reinsurance Company, Ltd.
- Insure Pak
- TCP & Co.
- AgRe Insurance Company



# Risk Services - Website

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