

Risk Management and Insurance Services




May 13, 2020



Our Mission

- Work together to create a risk management and insurance program that will allow you to responsibly manage growth, control costs while protecting the assets of our client.

Our Philosophy

- Serve as a trusted partner, rather than just a broker, by taking an active role in their operation to ensure they consistently achieve and maintain the right balance of protection and value.
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- A thick, gray, diagonal bar that starts from the bottom left and extends towards the top right, serving as a decorative element at the bottom of the slide.

Our Qualifications

- **AssuredPartners**
 - 11th Largest Broker in the U.S.
 - 6,000+ employees & revenues over \$1.3 billion
 - Parent company of AssuredPartners Aerospace
- **AssuredPartners Aerospace**
 - Largest general aviation (GA) broker in North America
 - \$250 million+ in controlled GA premium
 - More than 51,000 policyholders
- **134 employees dedicated to general aviation**
 - Team approach on all risks
 - Plano office consists of 10 employees with average aviation insurance background of 20+ years
- **Multiple offices across the U.S. with local strategic partnerships**
- **Represent more than 300 FBOs and MROs and over 200 135 operators**



In House Claims Handling, Advocacy & Management

Versant Risk

- **Insurance Claims Advocacy**
 - Claims Negotiations, Pre-Claims Meetings, Response
- **Training**
 - Best Practices, Industry Standards, Benchmarking
- **Audits and Evaluations**



Effective Marketing

■ Marketing Process

- Effective Strategic Planning
 - Who, What, When, Where and Why
 - Market Shifts
 - Best Practices / Goal Oriented Marketing



■ Knowing your Goals

- In depth discussions into the variables that will affect your limits, retentions and premiums as well as your risk tolerance
- How do you want to be represented to the insurance marketplace?

■ Underwriter relationships

- Key to a long-term stable program.
- This is a marriage, these relationships matter

■ Invite underwriters to visit

- A picture is worth a thousand words.
- A successful visit is worth thousands in savings.

Customization of Insurance Program

- **Outside the box program structure**
 - Multiple Carriers
 - Risk Retention Plans
 - Multi Year Packages
- **Coverage development for specific risks**
 - Business Income
 - Programs, Good Experience Returns, Safety Funds
- **Policies tailored to meet your tolerance for risk**
 - Deductibles
 - Self Retentions
- **Coverage to back up contractual obligations**
 - Risk Management Every Step of the Way



Service Minded Insurance Professionals

- **What makes us different**

- Competitiveness
- Service Model
- Continuity
- Strong Understanding of the Market



- **Uniform service model**

- Dedicated 2 to 3 person team with unique functions for consistent accountability and service

- **Technology**

- Paperless Environment
- Ecerts Online – The greatest thing since sliced bread
- Zenjuires (new cloud based Workers Comp Platform)

AssuredPartners Aerospace Advantage

- **Size**
 - Premium volume provides leverage to structure programs that benefit our clients, while still maintaining very high levels of personal attention
- **People**
 - Service – Account Managers
 - Expertise – Account Executive and Team Lead
 - Claims – Advocate, Liaison and Loss Control
- **Knowledge**
 - Experience – Allows Benchmarking, Customization, Creativity
 - Team Approach – Brainstorming, Greater Results, Higher Expectations
- **Size of our People's Knowledge**
 - Aviation insurance is our only focus and we have been doing it exclusively for over 30 years (some longer).