



Alternative Markets

Group Captive Capability Brochure

Where Specialization Matters



About Great American Alternative Markets and Group Captives

Great American's Alternative Markets division has been a market leader in building long-term, profitable captive relationships since 1999. Our captive business model emphasizes true relationships, offering both fronting and reinsurance to the design, while at the same time facilitating flexibility in service deliverables and maintaining transparent communication and collaboration.

Our Team

Our team is comprised of tenured captive experts with seasoned underwriting experience. We are responsive to broker needs, consultants, membership and all other subject matter experts or providers aligned with the group captive.

We attend and participate in board meetings and provide an underwriting 'sounding board' to the membership. We have the flexibility to bring specialized disciplines to key group meetings and are interested in participating or leading loss control workshops. We work with you to help achieve your goals.

Our Approach to Group Captives

Captives, by their very nature, are unique and require a team of experts that can approach each group captive with a fresh and open concept. Our capabilities are broad:

- Homogeneous or Heterogeneous
- Excess of Loss or Quota Share
- Multi-line OR Mono-line: WC (mono-line), GL/Products, Auto/APD
- Start ups or existing group captives
- Reasonable start up minimums
- Competitive captive aggregate stop loss protection
- Claims handling: Bundled with Great American or unbundled with a licensed TPA
- Retentions are determined by industry, experience
- Loss Control: Provided by Great American or delegated to pre-approved third party
- Captive domicile: We entertain all domiciles

Financial Considerations

- Competitive group captive pricing
- Funds withheld offers a guaranteed rate of investment return and avoids costly letter of credit and/or trust or investment manager fees
- Cost containment on loss bill review and medical management review – groups will gain the leverage of Great American's companywide negotiated prices
- Great American Alternative Markets sponsored cell – a very cost effective alternative to capitalization and costly legal and set-up fees associated with a member-owned captive



Ease of Doing Business – It Matters

We know that there is a lot to do to assure that your group captive is being administered in a quality and timely matter. Here are some of the ways we can help:

- Disciplined and responsive underwriting and prospect pre-qualification
- Premium billing is available in a variety of installment options
- Generous payment timelines: 45 days after the close of the month
- Automatic monthly distribution to members of Loss Runs on a monthly basis
- Access to our Reinsurance Account Distribution System (RAD) for monthly reporting
- Access to our Agency Portal to manage policy documentation, loss runs and billing status
- Contract Administration is handled quickly and efficiently to assure contracts are in place
- Funds Withheld Statements produced monthly
- Audit Confirmations are handled timely along with claims audit inquiries



Claims

Our division has our own dedicated claims staff who are 100% dedicated to risk-sharing claims scenarios.

- Primary focus is on “appropriate outcomes”
- Relationship oriented claim philosophy
- Technical expertise for each line of business
- Corporate resources and expertise is available
- Best practice execution
- Oversight capabilities when captive has a delegated licensed TPA

Our focus is on managing the claim, not just processing it.

Loss Prevention

Great American's loss prevention and safety consultants are strategically located throughout the United States. There are a wide range of services available, some of which can be priced in the group captive program. Conversely, services can be arranged for individual insureds as requested:

- Loss prevention data guides, ergonomic workbooks
- Return to work program guides, fleet management, regulatory requirements
- Drug free workplace, training and education programs

The Strength of Specialization

Great American Insurance Group is committed to helping individuals and businesses secure a healthy financial future. We provide innovative insurance solutions and specialize in serving niche marketplaces that we know well. This expertise has given us the foundation for success that spans generations.

There's strength in our numbers!

There are over **3,000** property and casualty insurance companies in the United States.

Only **50** are included on the Ward's 50 List for safety, consistency and performance.

Only **5** have been rated "A" or better by A.M. Best for over 100 years.

Only **2** are on both lists.

Great American Insurance Company is **1** of the two.



Alternative Markets

301 E. Fourth St.
Cincinnati, OH 45202
800-643-7882
GAIG.com

Protecting hundreds of
niche industries with **expert**
insurance solutions.

Great American
Insurance Company

100+ years with an **A** or better
rating by A.M. Best

A.M. Best rating affirmed August 17, 2018. 2018 Property – Casualty Ward's 50[®] Companies.
Agent portal may not be available at all times. Great American Insurance Group, 301 E. Fourth St., Cincinnati, OH 45202. Coverage description is summarized. Refer to the actual policy for a full description of applicable terms, conditions, limits and exclusions. Policies are underwritten by Great American Insurance Company, authorized insurer in all 50 states and DC. The Great American Insurance Group eagle logo and the word marks Great American[®] and Great American Insurance Group[®] are registered service marks of Great American Insurance Company. © 2018 Great American Insurance Company. All rights reserved. 5607-ALT (11/18)