

# Ways to Evaluate Appropriate Limits Webinar

**Thursday, October 22 @ 11 am EDT**

- How are brokers changing the way they evaluate & recommend appropriate limits?
- Which loss types would exceed your limits?
- What dollar amounts attributed to the known losses exceed recommended limits?

# Today's Presenters



**Daniel Hobbs**  
Director of  
Product Management



**Jeffrey M. Cohen**  
Executive Vice President,  
Global Business Development

# Determining Appropriate Limits

## Range of Options

- Repeat what you've done before
- Compare to what you've done before
- Some entities have pre-established guidelines
- “We engage in a bit of ‘back & forth’”
- Ask your Broker
- Ask your Risk Management consultant
- Proprietary models



# Advisen Benchmarking in a Nutshell

- Total GWP
- Total programs
- Total contributors
- Total LOBs
- Total insureds



## DID YOU KNOW?

In June 2014, Advisen received **US Patent 8762178 B2** for a benchmarking “system and method for providing global information on risks and related hedging strategies.”

Our transactions database of 3.3M insurance programs and \$200B in premium represents 665K insureds.

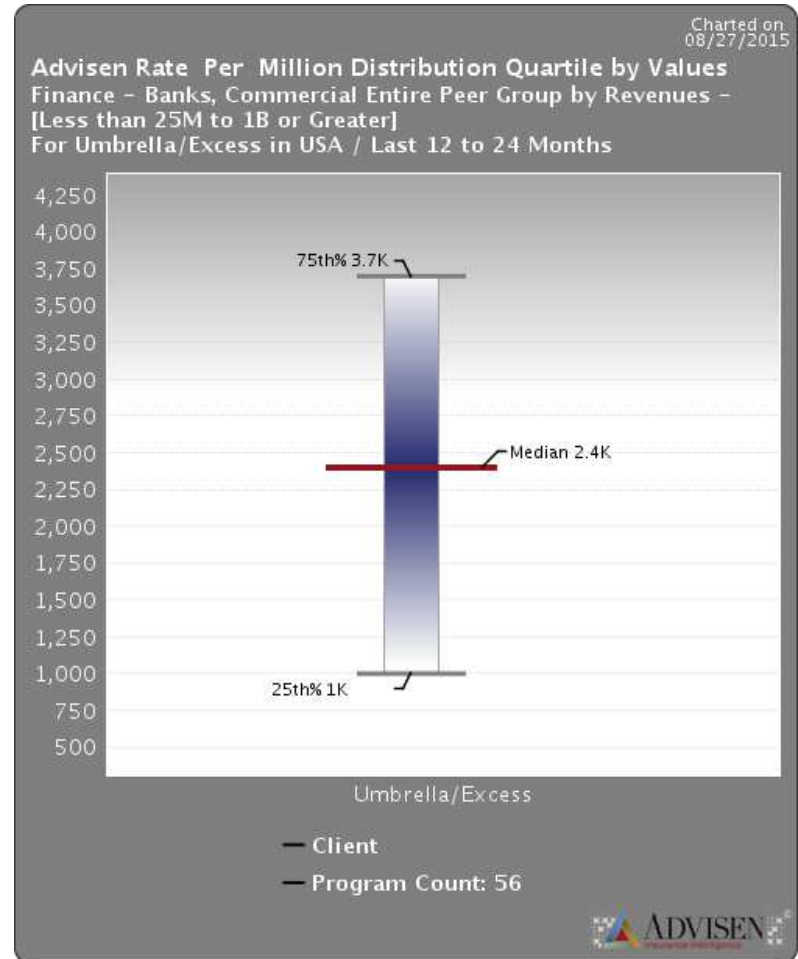
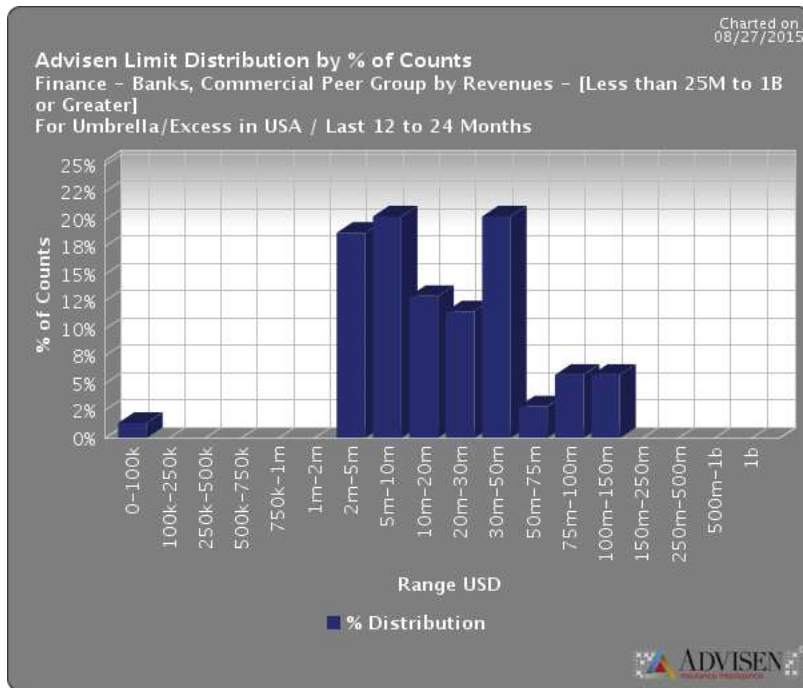
Our free, 10-page **Insurance Program Benchmarking** methodology document shows how we track and match this transaction data.

## DOWNLOAD:

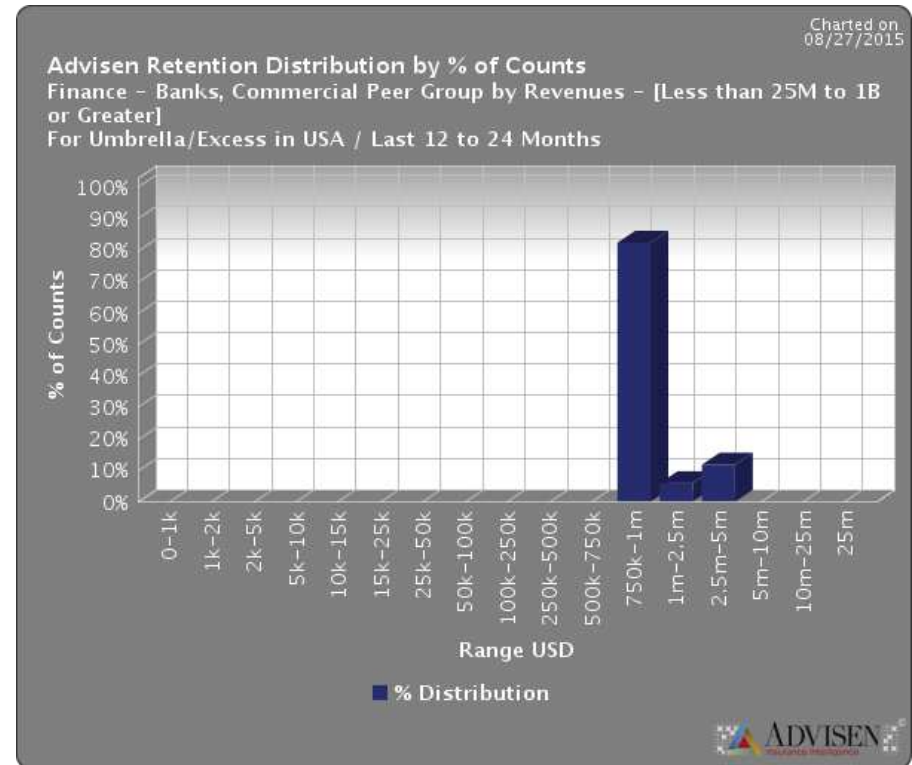
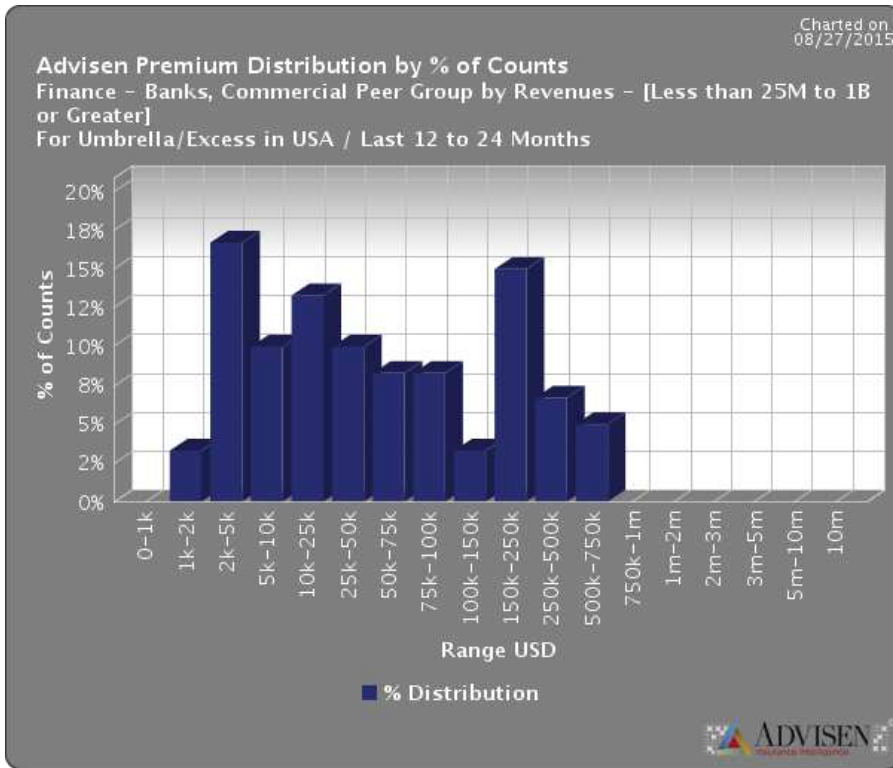
<http://www.advisenltd.com/program-benchmarking-methodology/>

# Insurance Program Benchmarking

## Examples



# Insurance Program Benchmarking Examples



# Insurance Program Benchmarking

## Further Evaluation

“At what time in the insurance cycle is the ideal time to review a benchmark?”

“What are the strengths of these assorted approaches to answer benchmarking questions?”

“Where do the various approaches to determining appropriate limits fall down?”

# Advisen Loss Data in a Nutshell

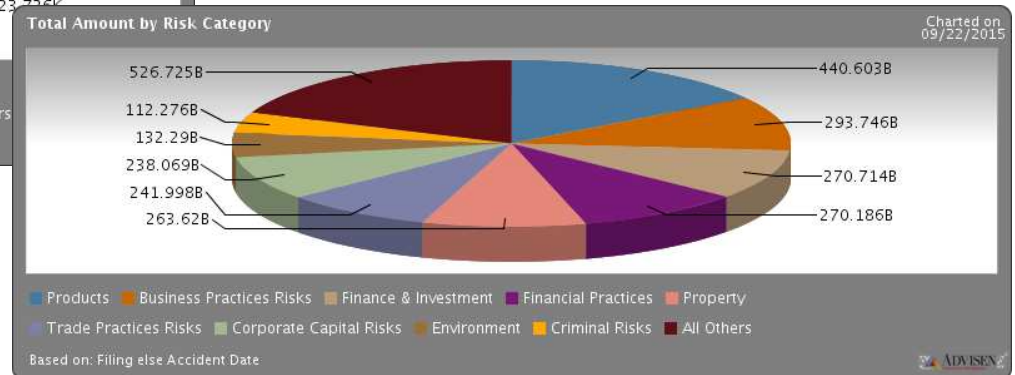
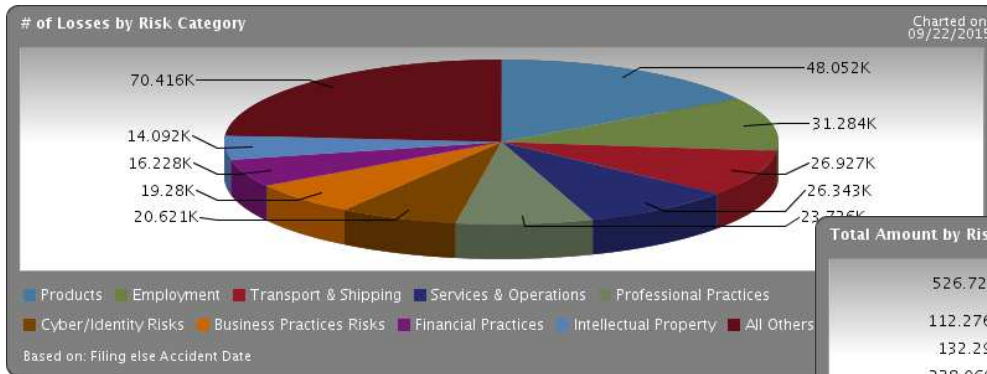
- 300,000 events
- \$7 trillion in loss value
- Other relevant “quick stats” parameters

Our free, 8-page  
**MSCAd  
 Methodology**  
 report describes  
 how we collect  
 and curate loss  
 event data.



**DOWNLOAD:**

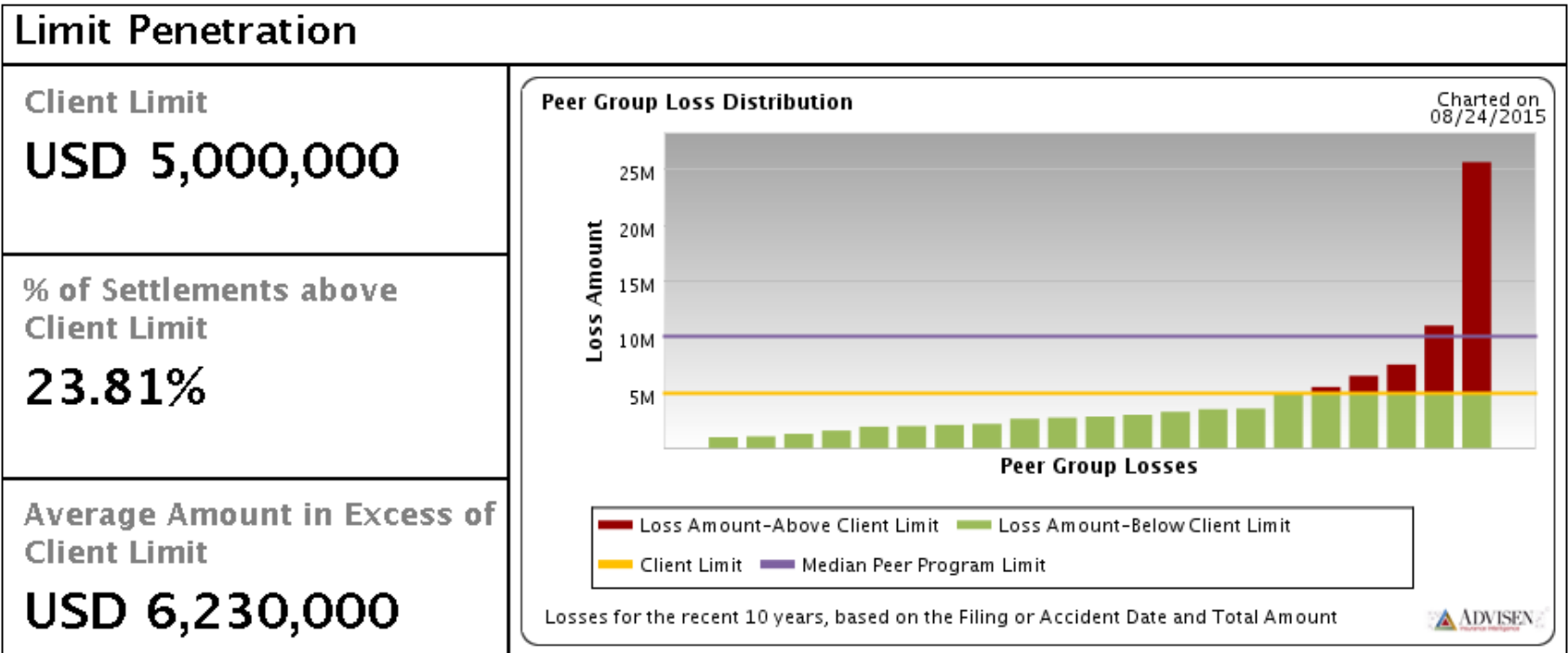
[www.advisentld.com/loss-methodology/](http://www.advisentld.com/loss-methodology/)





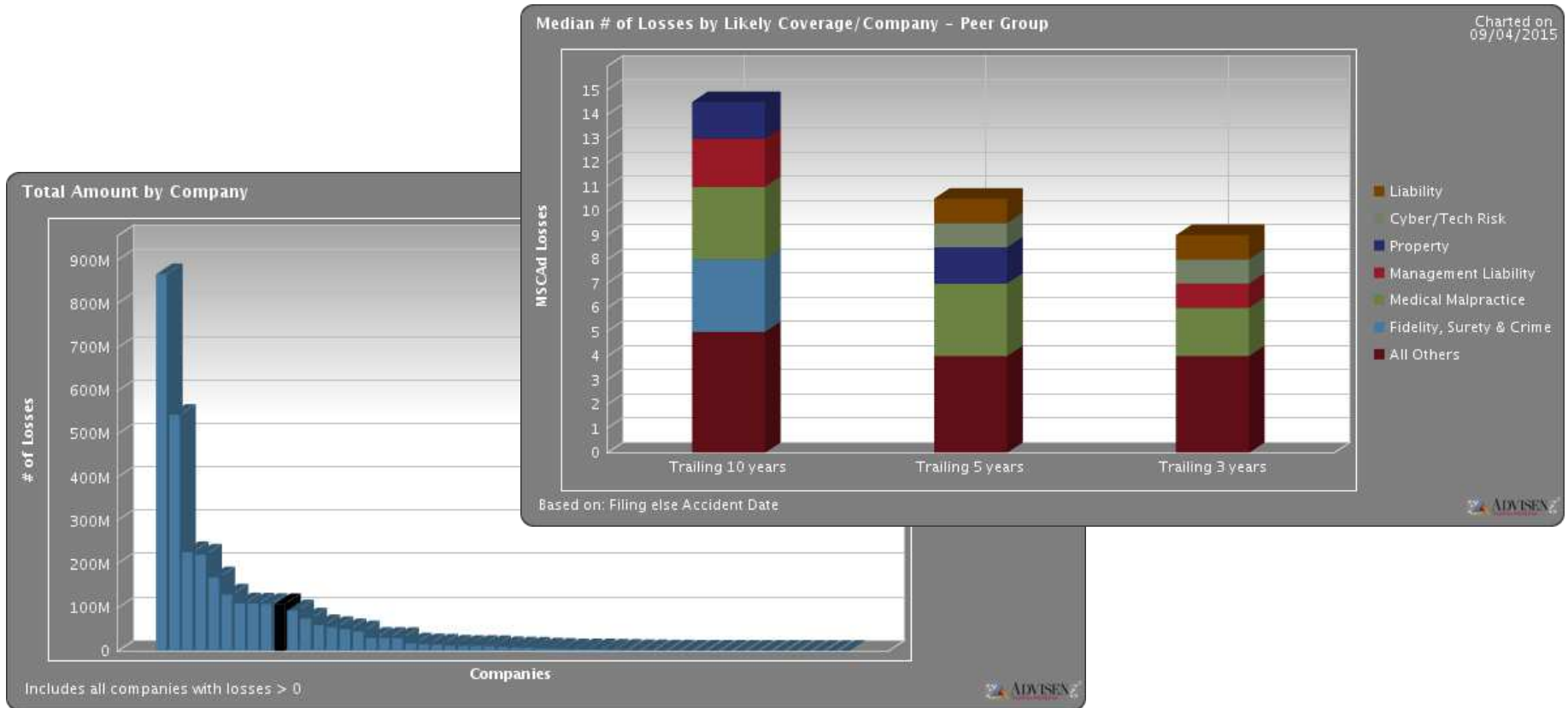
# Limit Penetration

What happens when you marry insurance program benchmarking with relevant loss data?



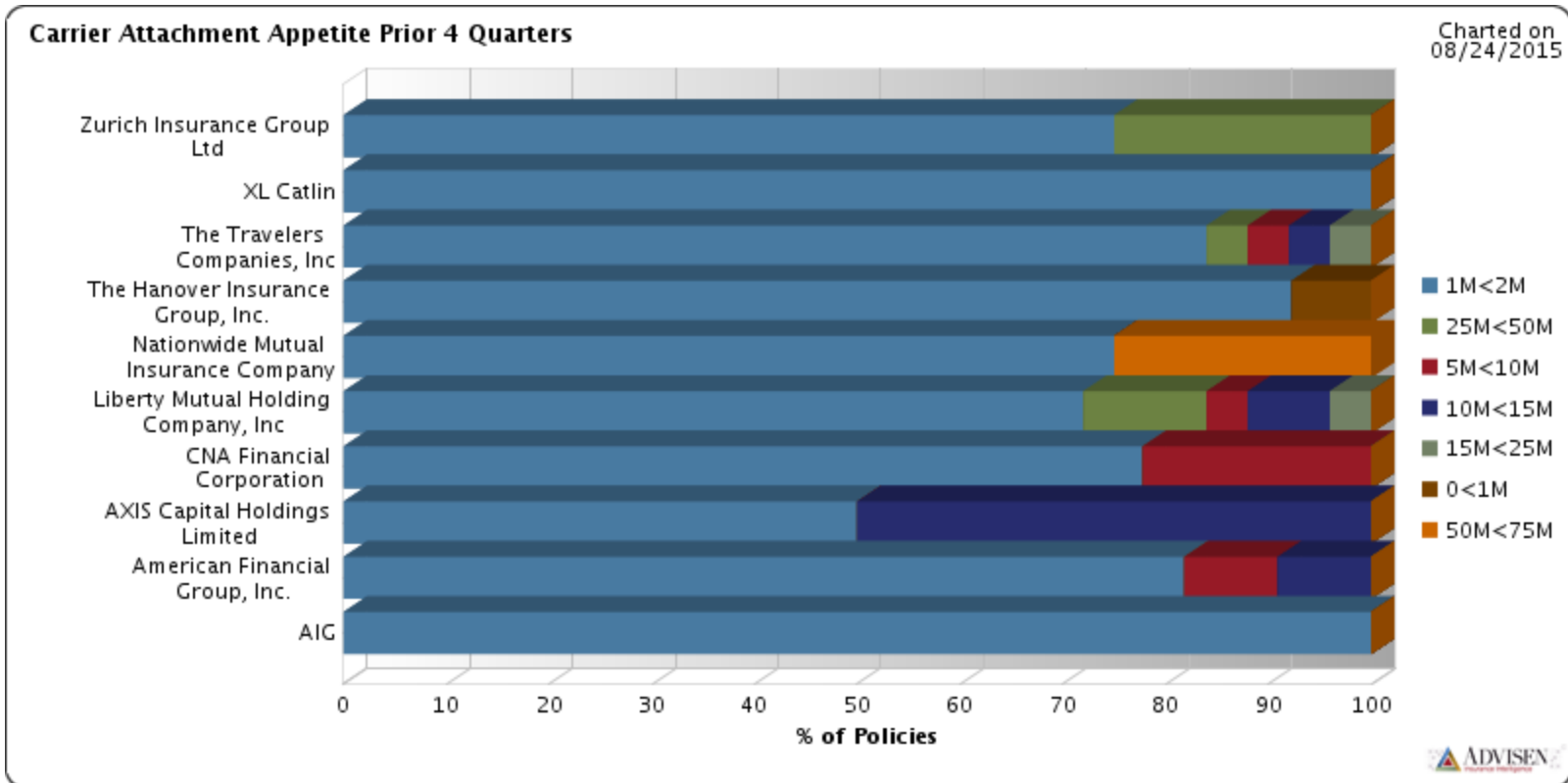
# Loss Benchmarking

Compare a company's loss experience relative to its peer group to identify loss characteristics.



# Placement Analytics

Which Markets are writing a given coverage and at what attachment points?





## Client Insight Professional for Brokers

Includes Insurance Program Benchmarking and anecdotal Loss Data access



## Client Insight Expert for Brokers

Also adds Limit Penetration, Loss Benchmarking, Placement Analytics



## Risk Insight for Insurance Buyers



## Q&A

This webinar will be repeated  
on the following date:


[Tuesday, November 24, 2015](#)

11:00 AM – 11:30 AM EDT

## CONTACT US

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and more **efficient**  
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