



New Ways to Evaluate Appropriate Limits

Webinar: Thursday, September 22 @ 11am EDT

How is Advisen changing the way that brokers evaluate and recommend appropriate limits?



SCENARIO

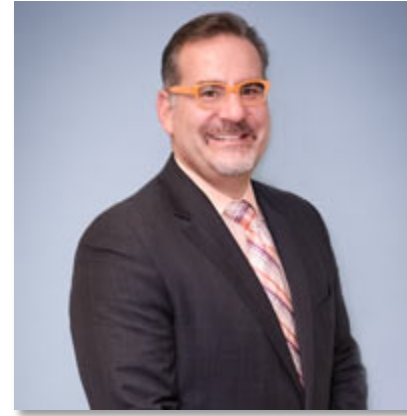
Broker: "My client thinks a \$5M limit is fine and I think it should be higher."



Today's Presenters



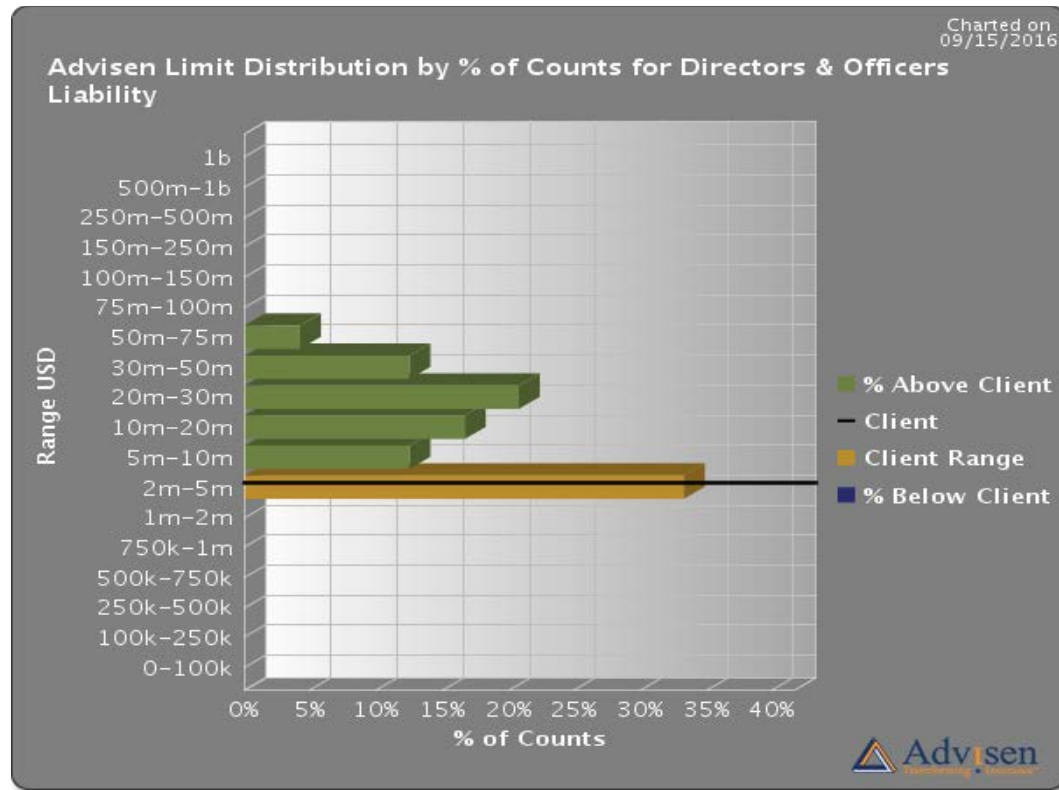
Dan Alvisi
Client Relationship
Manager



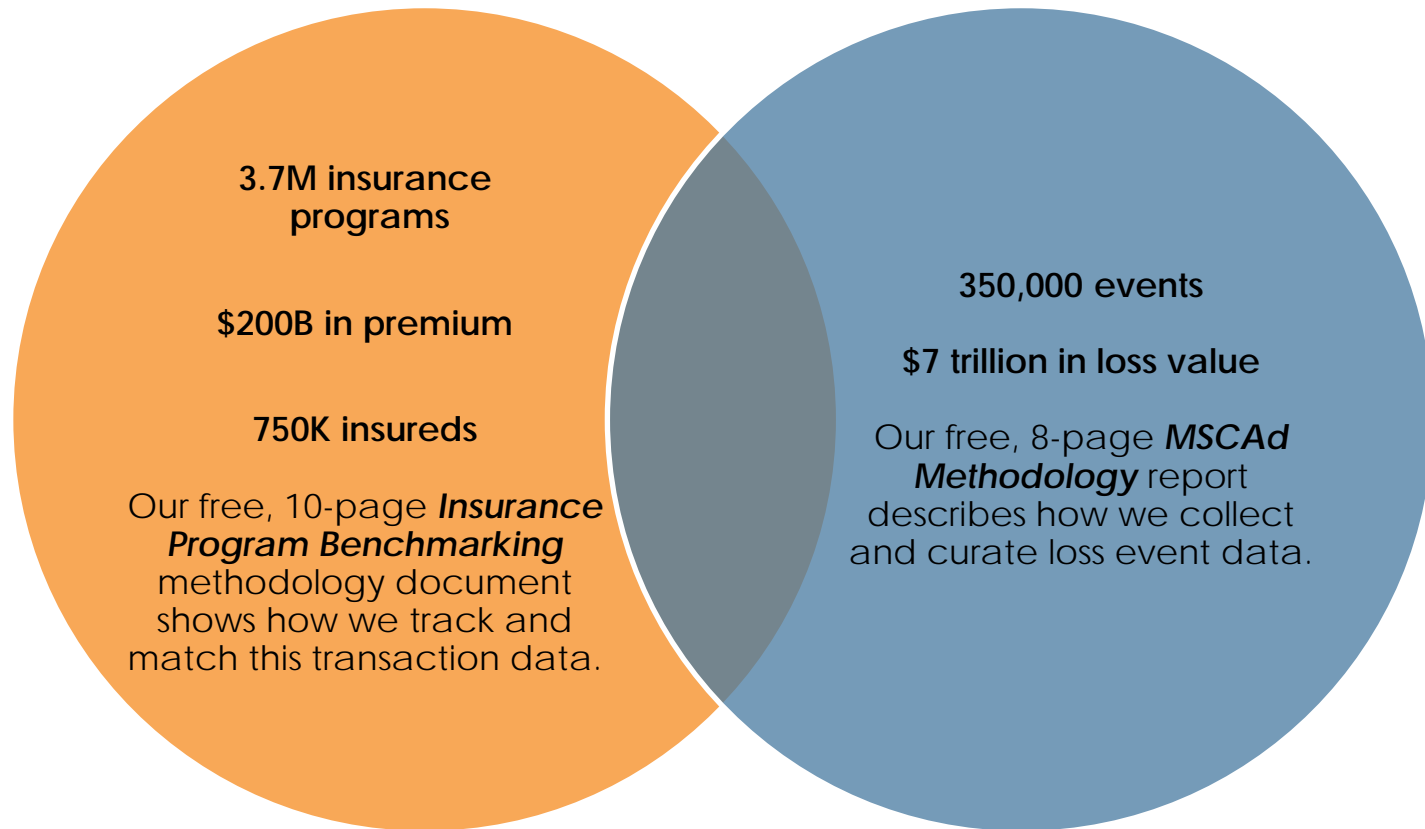
Jeffrey M. Cohen
Executive Vice President,
Global Business Development

Conventional benchmark output

What limits do companies like me buy?



What Happens When You Combine Benchmarking Data and Loss Data?

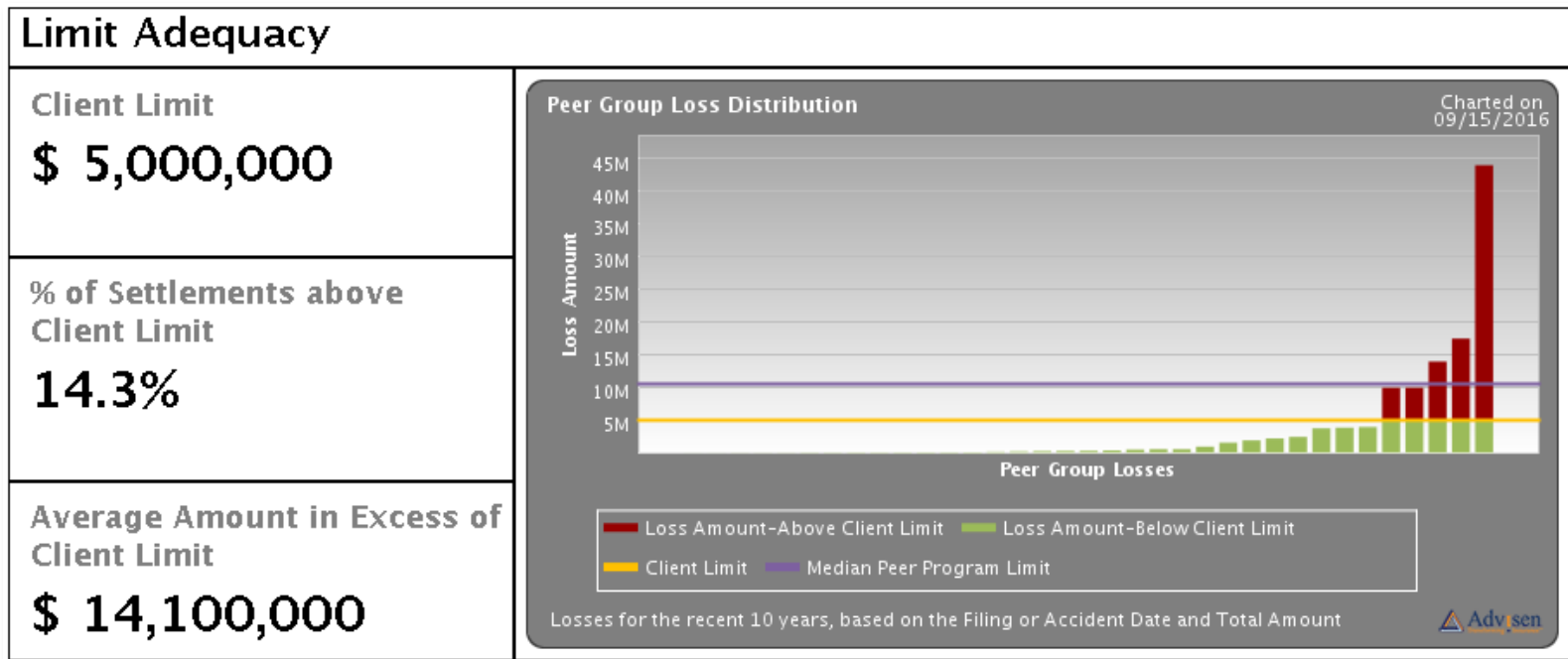


DID YOU KNOW?

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."

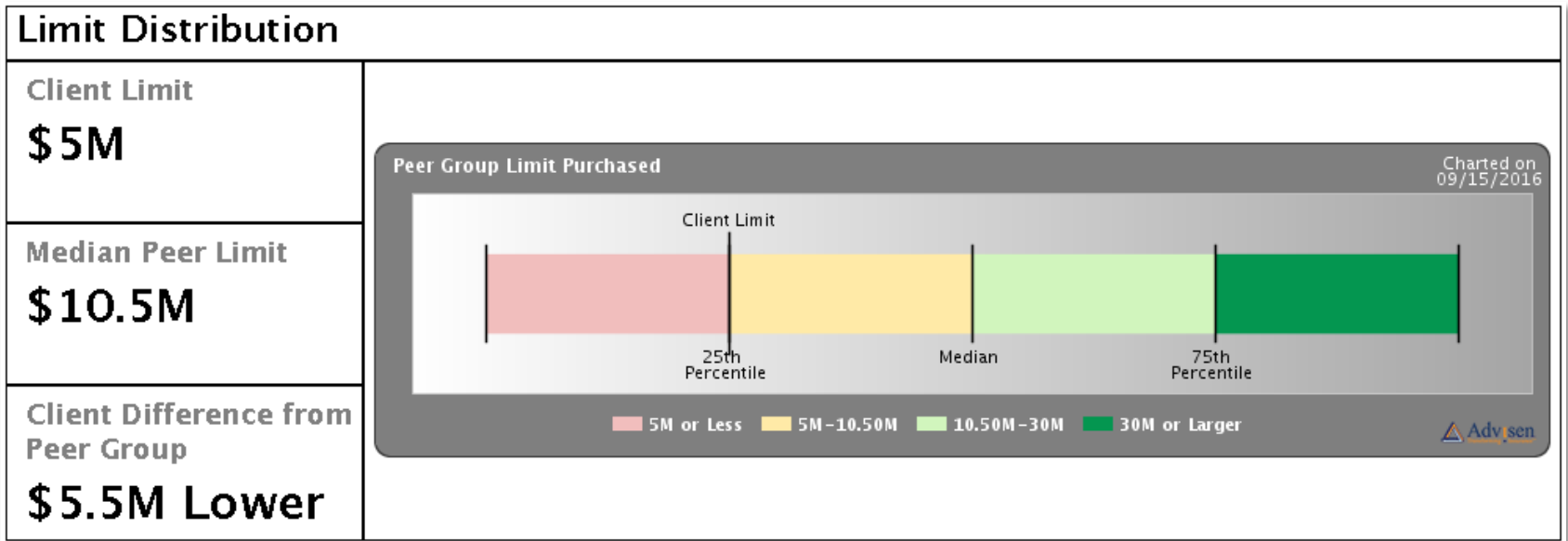
Limit Adequacy

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



Limit Quartile Chart

Is my limit an outlier?



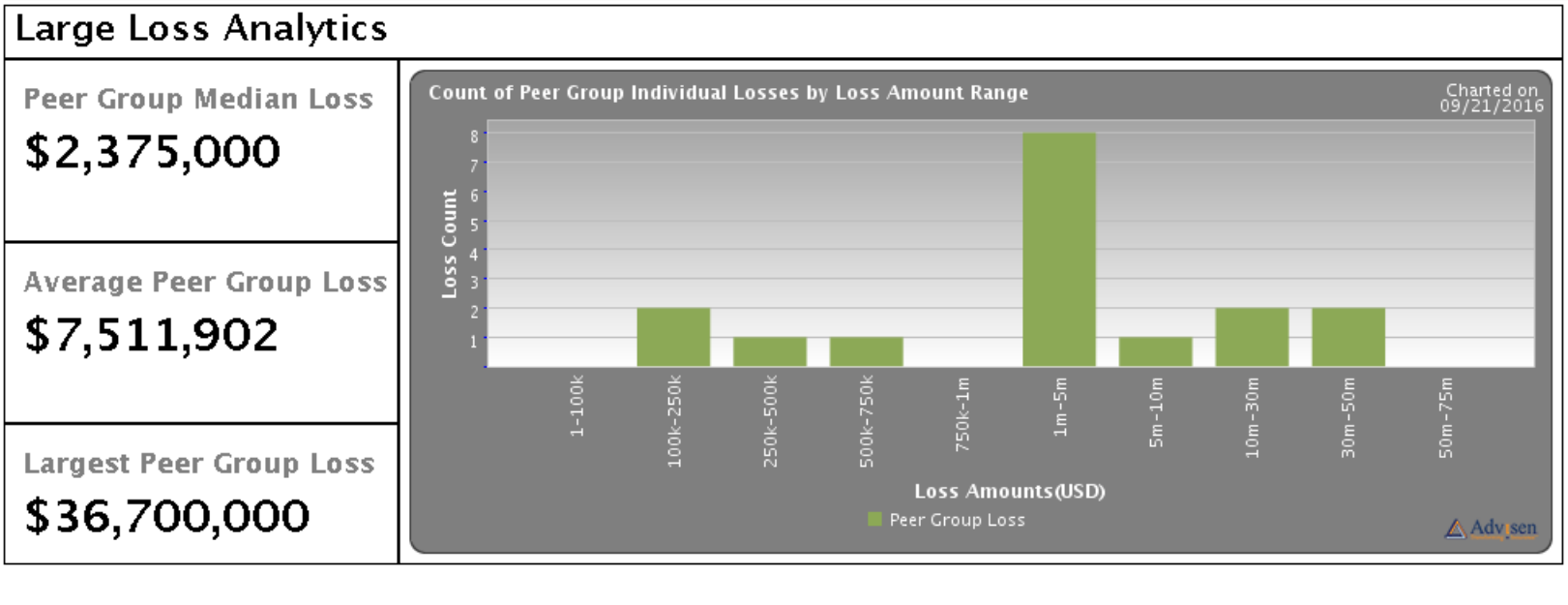
Large Loss Data of Peers

How bad can loss events get?

ID	Company Name	Category/Type	Most Likely Cov/LOB	Grp Act	Accident Date	Filing Date	Status	Total Amt↓	Settle Amt
839993	St Theresa Community Ment	Business Practices Risks Billing Fraud	Management Liability Directors & Officers Liability			05/28/2015	Settled	26,155,133	26,155,133 p
712573	Intermountain Health Care Inc	Business Practices Risks Billing Fraud	Management Liability Directors & Officers Liability			04/03/2013e	Settled	25,500,000	25,500,000
791271	Staten Island University Hospital	Business Practices Risks Billing Fraud	Management Liability Directors & Officers Liability			06/14/2004	Settled	25,022,766	25,022,766
814546	Health Care Solutions Network Inc	Business Practices Risks Billing Fraud	Management Liability Directors & Officers Liability			04/26/2012	Settled	24,922,832	24,922,832 p
656801	SouthernCare, Inc	Business Practices Risks Billing Fraud	Management Liability Directors & Officers Liability			12/27/2007	Settled	24,700,000	24,700,000
607686	Lovelace Health System, Inc.	Business Practices Risks Billing Fraud	Management Liability Directors & Officers Liability			12/04/2002	Settled	24,500,000	24,500,000
723187	Infirmiry Health System, Inc.	Business Practices Risks Billing Fraud	Management Liability Directors & Officers Liability			07/08/2011	Settled	24,500,000	24,500,000
605374	Rideout Memorial Hospital	Employment Discrimination & Harassment: ADA/Disabilities	Management Liability Employment Practices		Unknown	10/01/2003e	Award	24,222,425	24,222,425
814564	Health Care Solutions Network Inc	Business Practices Risks Billing Fraud	Management Liability Directors & Officers Liability			04/26/2012	Settled	24,104,431	24,104,431 p

Loss Benchmarking

How much is the median loss amount?



Available online and
via offline reports



Client Insight Professional

Includes Insurance Program
Benchmarking and anecdotal Loss
Data access



Client Insight Expert

Also adds Limit Adequacy, Loss
Benchmarking, Placement Analytics

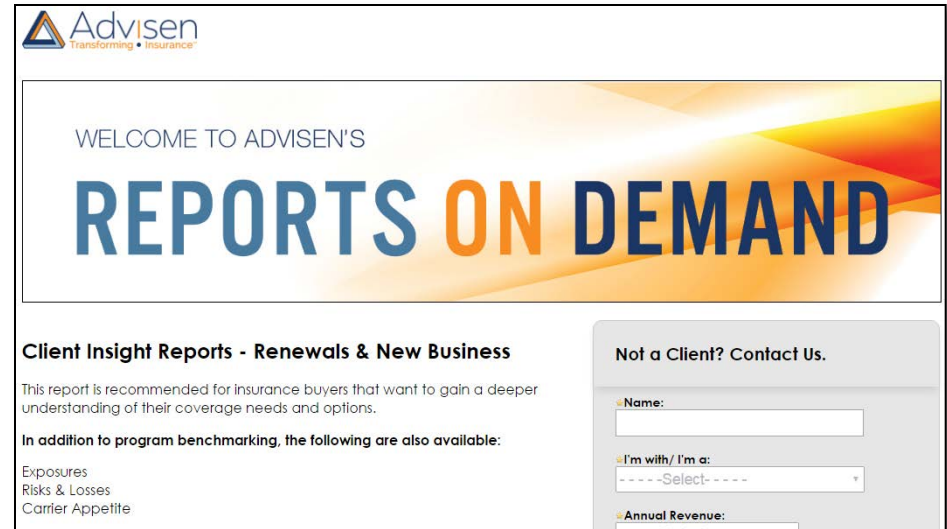
● Reports on Demand Request Page

The Client Insight “Reports on Demand” order page was recently updated with a new look and feel.

Renewal and New Business report order forms have been combined into one.

Users can now order Industry Program Benchmark Reports.

<http://reportsondemand.advisen.com>



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Transforming • Insurance

WELCOME TO ADVISEN'S
REPORTS ON DEMAND

Client Insight Reports - Renewals & New Business

This report is recommended for insurance buyers that want to gain a deeper understanding of their coverage needs and options.

In addition to program benchmarking, the following are also available:

- Exposures
- Risks & Losses
- Carrier Appetite

Not a Client? Contact Us.

Name:

I'm with/ I'm a:

Annual Revenue:



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Transforming • Insurance

Industry Benchmark Report [View Sample Report](#)

About You

Name*

e-mail*

Phone*

About the Industry

Industry*

Company Type*

Employees

(Specify any custom revenue ranges in the comments box)

Current Revenue

Market Capitalization

Line of Business

- General Liability
- Umbrella/Excess
- D&O
- Property

Notes and Comments

“Know Your Limits” Weekly Newsletter

Know Your Limits reviews the 15 news stories which best reflect why middle-market clients need an array of P&C coverage.



Client Insight users receive our “Know Your Limits” weekly newsletter in their inbox.

● Got Supporting Documentation?

- 10-page [Insurance Program Benchmarking Methodology](#) document shows how we track and match this transaction data
- Our most-requested [Loss Data collateral](#) features macro overviews of our loss datasets
- 8-page [MSCAd Methodology](#) report describes how we collect and curate loss event data
- Our 18-page [Advisen Portfolio Analysis](#) document illustrates the benefits of comparing your Book of Business to Advisen's Transaction & Loss data



Q&A

Our next Client Insight Expert webinar will be on the following date:

Tuesday, November 8, 2016


11:00 AM – 11:30 AM EST

[More Info](#)

CONTACT US

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Leading the way to **smarter**
and more **efficient**
risk and insurance **communities**.

Advisen delivers:
the **right information** into
the **right hands** at
the **right time**
to **power performance**.

About Advisen Ltd.

Advisen is the leading provider of data, media, and technology solutions for the commercial property and casualty insurance market. Advisen's proprietary data sets and applications focus on large, specialty risks. Through Web Connectivity Ltd., Advisen provides messaging services, business consulting, and technical solutions to streamline and automate insurance transactions. Advisen connects a community of more than 200,000 professionals through daily newsletters, conferences, and webinars. The company was founded in 2000 and is headquartered in New York City, with offices in the US and the UK.

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