

Renewals Made Easy with Client-Ready Benchmark Reports on Demand

Webinar: January 18th @ 11am EST

- Advisen's automated on-demand reports make benchmarking as easy as 1-2-3. Why do it yourself when a summary report illustrating premiums, limits, retentions, and indicative losses is just a few clicks away?

“

SCENARIO 1

Broker: “I need to show shocking large loss examples to my clients. How do I do that?”

“

SCENARIO 2

Account Executive: “Is there a more efficient way for us to defend our biggest accounts and grow our book at the same time?”

Today's Presenters



Zach Boggs
Client Relationship
Manager

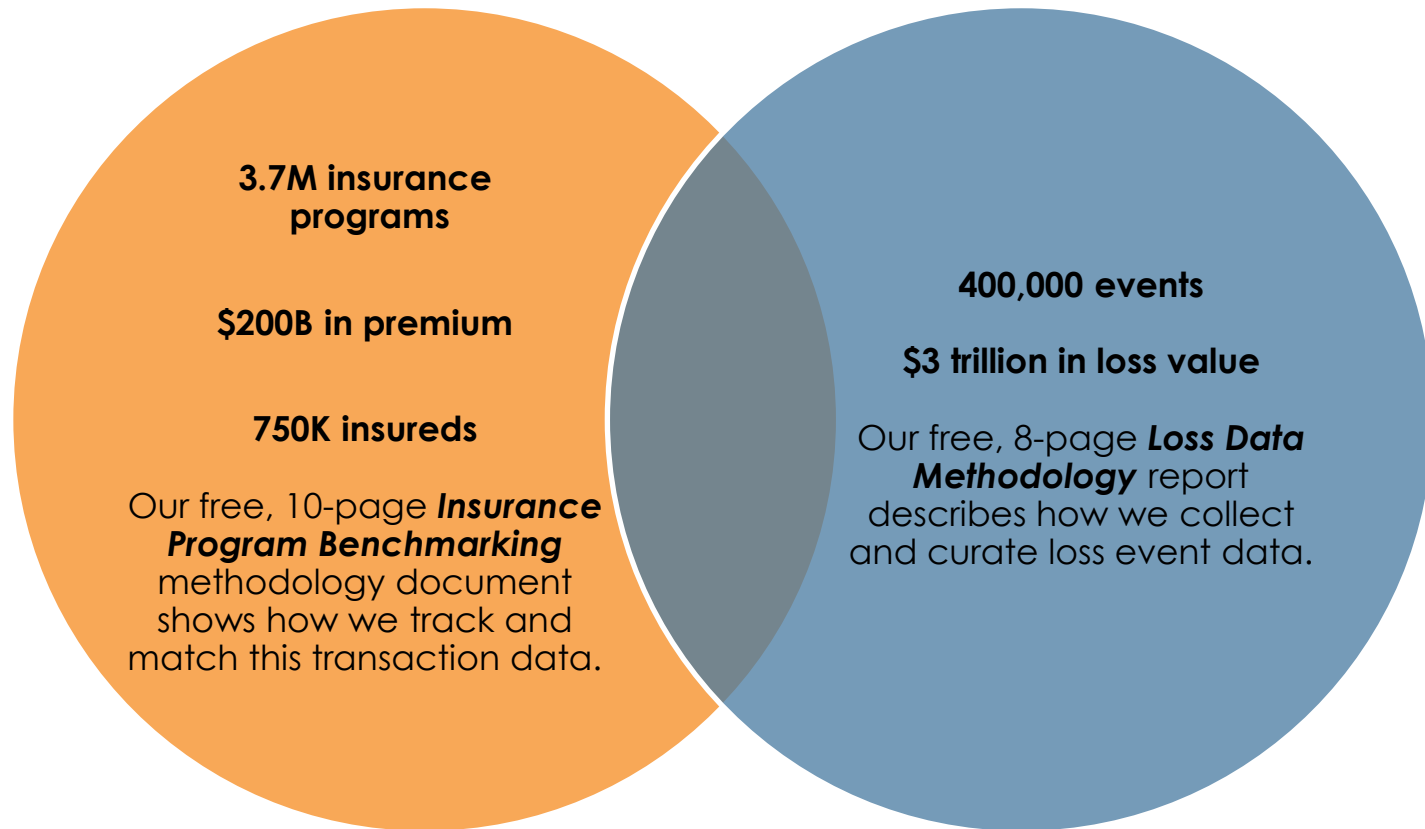


Colin Grigsby
Client Relationship
Manager



Jeffrey M. Cohen
Executive Vice President,
Global Business Development

What Happens When You Combine Benchmarking Data and Loss Data?

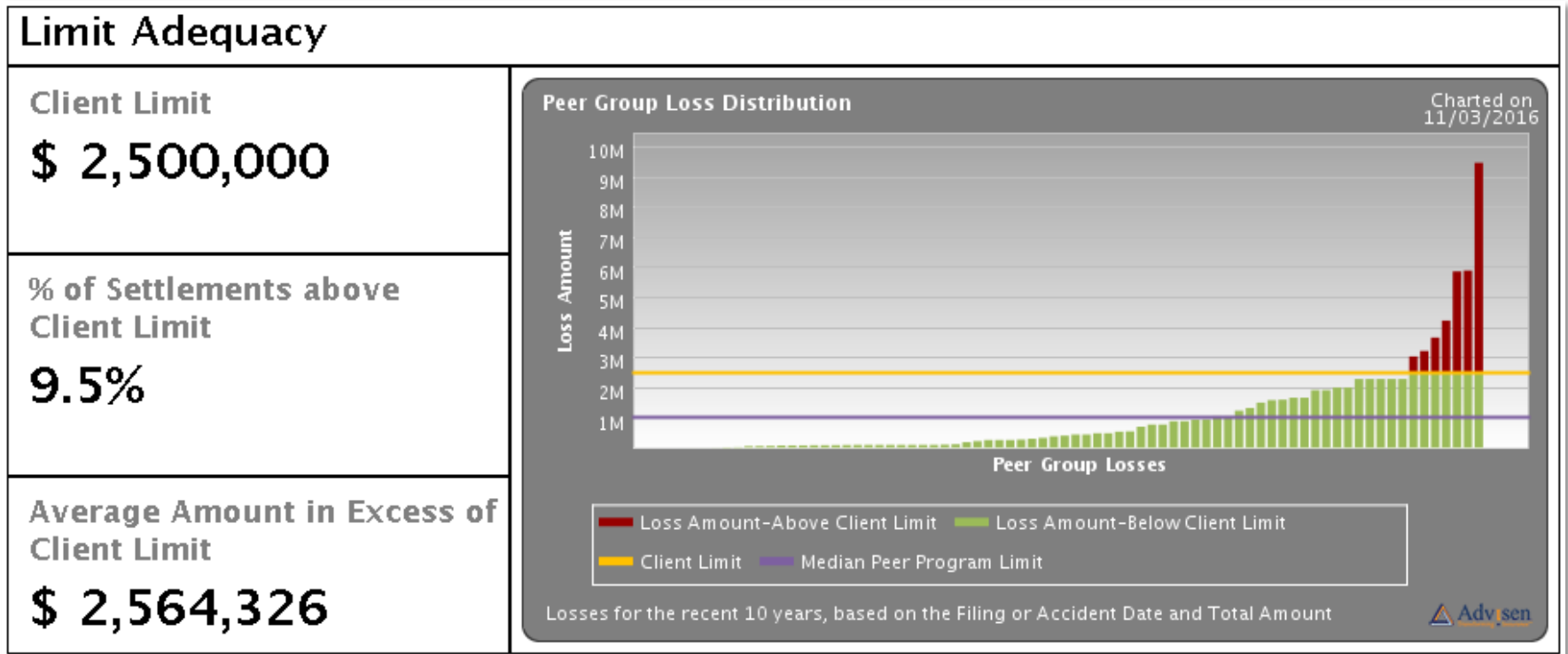


DID YOU KNOW?

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?



● 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>

The screenshot displays the Advisen 'Reports on Demand' page. At the top, the Advisen logo is followed by the text 'WELCOME TO ADVISEN'S REPORTS ON DEMAND'. Below this, a section titled 'Client Insight Reports - Renewals & New Business' provides information about the report's purpose and availability. A sidebar on the right offers a 'Not a Client? Contact Us.' link and a contact form. The main content area features the 'Client Insight Order Form', which is divided into sections for 'About You', 'Report Option', 'About the Insured', and 'Optional' information. The form includes fields for Name, email, phone, insured name, website, address, city, state, industry, company type, annual revenue, and employees. It also has checkboxes for 'Include Company Information' and 'Include Loss Benchmarking & Placement Analytics'. An 'Estimated Report Delivery Time: Up to 2 Business Days' is noted. A 'View Sample Client Report' link is located in the top right corner of the form area.

Advisen
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 & Loss
Carrier Ap
Request

Not a Client? Contact Us.

Name:

I'm with/ I'm a:

Client Insight Order Form [View Sample Client Report](#)

About You

Name*

e-mail*

Phone*

Report Option

☐ Include Company Information

☐ Include Loss Benchmarking & Placement Analytics
(This option is available to Client Insight Expert Customers only. Professional clients who check this box will receive the Professional report only. [Learn More](#) about Client Insight Expert or contact support@advisen.com if you're unsure of your subscription level.)

**Estimated Report Delivery Time:
Up to 2 Business Days**

About the Insured

Insured Name*

Website*

Address*

City*

State*

Industry*

Company Type*

Annual Revenue*

Employees*

Optional

SIC Code

DUNS #

Market Capitalization

AMF # (Advisen Master Files)

“Demo” of Offline Report



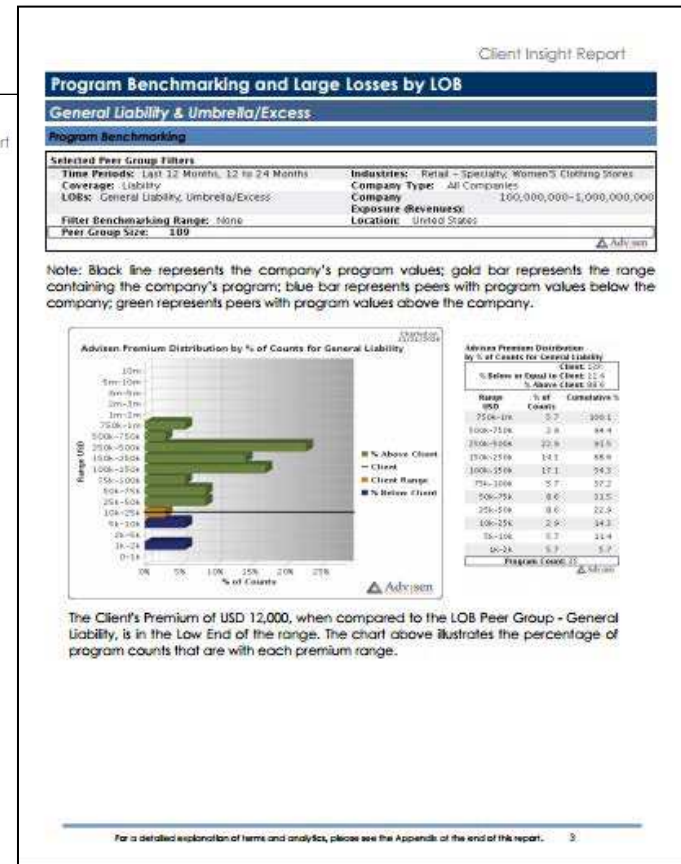
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Client Insight Report

For a detailed explanation of terms and analytics please see the Appendix at the end of this report.

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http://reportsondemand.advisen.com/pdf_files/clientreportsample.pdf

Loss Example #1

prevailing party over Sutter Health. It's in addition to \$21 million that was awarded earlier in 2012. The arbitrator dismissed Heller from the case in December 2011, saying that he was innocent of any breach of fiduciary responsibility.

Coalition Against Breast Cancer	NY	Criminal Risks/Embezzlement	01/01/2006	06/11/2013	Settled	\$4,661,591
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Case Description:

On June 27, 2011, Attorney General Eric T. Schneiderman filed a lawsuit in the Supreme Court of the State of New York, County of Suffolk against Coalition Against Breast Cancer (CABC) for fraudulently raising millions of dollars under the guise of fighting breast cancer, only to funnel the money to organization insiders and fundraisers. The Long Island-based Coalition Against Breast Cancer solicited \$9.1 million from the public over the past five years, but spent virtually no money on the breast cancer programs it said it supported. Instead, the money was used to pay exorbitant fundraiser fees, unjustified salaries and benefits packages, and for other personal goods, including cell phones and home phones, and TV and internet services. The lawsuit charges both CABC and its for-profit fundraiser, Campaign Center, with violations of New York State not-for-profit and charitable solicitations laws. The Attorney General's lawsuit seeks to shut down CABC and hold the defendants financially accountable for their waste and misappropriation of CABC's charitable assets. The lawsuit was filed in New York Supreme Court in Suffolk County. On June 11, 2013, Justice Pines has awarded the Attorney General's office \$3,094,246 in restitution from Campaign Center, Inc., one of New York's largest professional fundraising firms, and its principal Garrett Morgan, for using a sham charity, Coalition Against Breast Cancer (CABC), to defraud the public out of millions of dollars in the name of fighting breast cancer. Combined with the \$1,555,000 million judgment reached in April against the charity's board, Attorney General Schneiderman has now secured \$4,649,246 million in restitution for this fraud. In addition to awarding \$3,094,246 in restitution, the court granted the Attorney General's office an award of \$12,345 in reimbursement for out-of-pocket costs incurred during the investigation and litigation.

Childrens Hospital of Philadelphia	PA	Criminal Risks/Embezzlement	10/01/1999	07/13/2011	Settled	\$4,400,000
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Case Description:

On June 2, 2011, a lawsuit was filed against Roosevelt Hairston Jr. in U.S. District Court, Eastern District of Pennsylvania charging with mail fraud, money laundering, and filing a false tax return to try to hide the theft. Hairston was employed as an attorney for the Children's Hospital of

Loss Example #2

**Lindsey Management
Co., Inc.**

OK

Services & Operations/Business/
Service Site, Premises, Situation

09/07/2013

10/30/2015

Award

\$17,878,179

Case Description:

A lawsuit was filed by Francis D. MacCarthy (Plaintiff) in the Cleveland County District Court against The Links of Norman Golf & Country Club, Lindsey Management Co and Charles Farasyn (Defendants). The lawsuit alleged that Plaintiff suffered traumatic brain injury from falling off a golf cart at a Norman golf course on September 7, 2013. According to the suit, the accident happened after a University of Oklahoma football game when Plaintiff and five other men were riding in the golf cart at night selecting pin/hole locations at The Links of Norman Golf & Country Club. Plaintiff was riding on the front hood of the cart facing backward when the driver of the cart, Farasyn, came to an abrupt stop, prompting Plaintiff to fall off the cart backward. As a result, Plaintiff will need a guardian the rest of his life because his brain injury left him unable to live independently or perform life-sustaining activities of daily living. On October 30, 2015, the court awarded Plaintiff \$972,574 for lost of wages, \$437,536 for past and present medical expenses, \$7,564,069 for future medical expenses, \$3,504,000 for pain, suffering and physical disfigurement and \$5.4 million for punitive damages.

**These are two of nearly 400,000 cases in Advisen's loss database*

Report Types

	Industry Benchmark Report	Client Insight Professional - Renewal	Client Insight Professional – New Business	Client Insight Expert
Program Benchmarks	X	X	X	X
Loss Data for Each Requested LOB		X	X	X
Company Information			X	Optional
Loss Benchmarking				X
Placement Analytics				X

● “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.

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

• 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 [Loss Data 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



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 leading the way to smarter and more efficient risk and insurance communities. Through its information, analytics, ACORD messaging gateway, news, research, and events, Advisen reaches more than 150,000 commercial insurance and risk professionals at 8,000 organizations worldwide. The company was founded in 2000 and is headquartered in New York City, with offices in the US and the UK.

+1 (212) 897-4800 | info@advisen.com | www.advisenltd.com