



***Unbundling Services & Negotiating
Collateral Flexibility***



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Unbundling Services & Negotiating Collateral Flexibility

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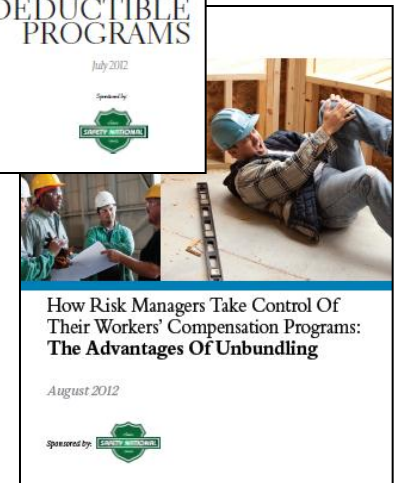
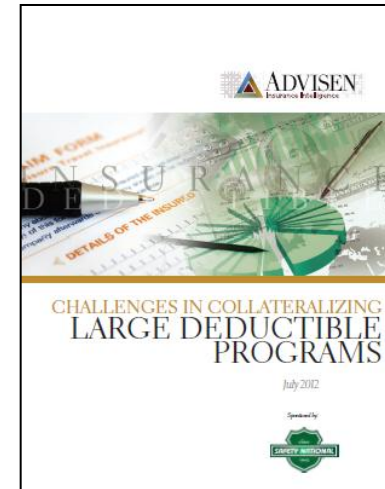
- 1. *Challenges In Collateralizing*

- Large Deductible Programs*

- 2. *How Risk Managers Take Control of Their Workers' Compensation Programs: The Advantages of Unbundling*

- Copy of these **slides**

- **Recording** of today's webinar



Today's Moderator



Dave Bradford- President, Research & Editorial Group, Advisen Ltd.

Today's Panelists



Gus Aivaliotis, Senior Vice President-Large Casualty,
Safety National



Tim Stanger, Vice President-Claims, Safety National



Don Wright, Senior Vice President, Willis

Today's Panelists



Gus Aivaliotis, Senior Vice President-Large Casualty, Safety National

Mr. Aivaliotis is responsible for the revenue and profit results of Safety National's Large Casualty division, which includes large deductible Workers Compensation, General Liability and Commercial Auto product lines; he is also responsible for Safety National's Regional Office operations as related to Large Casualty. Mr. Aivaliotis began his insurance career as a commercial multi-line underwriter in 1988. Since that time, he has held a variety of underwriting and management roles with several national insurance carriers, with increasingly broad and deep responsibilities over the past 24 years.

Today's Panelists



Tim Stanger, Vice President-Claims, Safety National

Tim began his insurance career with Liberty Mutual as a multi-line adjuster in 1987. He subsequently worked for May Department Stores in the administration of their self-insured workers' compensation claims. Tim joined Safety National in 1992 and he currently oversees their Large Casualty unit which encompasses deductible workers' compensation, auto, general liability and Texas non-subscription claims. In addition, Tim oversees TPA relations, state and SCHIP compliance.

Today's Panelists



Don Wright, Senior Vice President, Willis

Don is a Senior Vice President for Willis where he specializes in working with Fortune 1000 clients. Prior to Willis' acquisition of HRH in 2008, Don was the Managing Director, Regional Casualty Practice Leader.

Prior to joining HRH, Don spent seven years with Aon Risk Services where he was a Senior Vice President and specialized in senior account relationships, strategic risk management, complex casualty syndication and mergers & acquisitions. Additionally, Don spent two years with Frenkel & Co. and three years with Bollinger Fowler. Don has over 19 years of experience in the insurance industry.

Risk managers seeking to take more control over their total cost of risk many consider large deductible programs. Can you describe how large deductible programs work, and explain their appeal?



Dave Bradford- Advisen Ltd.



Gus Aivaliotis,
Senior Vice
President-Large
Casualty, Safety
National



Tim Stanger, Vice
President-Claims, Safety
National



Don Wright,
Senior Vice
President, Willis

There also are potential drawbacks to large deductible programs. What are some of the factors risk managers need to consider before choosing such a program?



Dave Bradford- Advisen Ltd.



Gus Aivaliotis,
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National



Tim Stanger, Vice
President-Claims, Safety
National



Don Wright,
Senior Vice
President, Willis

What type of insurance buyer is most successful with a large deductible program? What resources are required to successfully manage such a program?



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National



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President-Claims, Safety
National



Don Wright,
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President, Willis

Why do insurers require insureds to post collateral under large deductible programs?



Dave Bradford- Advisen Ltd.



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National



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President-Claims, Safety
National



Don Wright,
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President, Willis

How do you manage collateral over the life of the program? How can a risk manager assure that the collateral being required is appropriate to his program's characteristics?



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Another way risk managers can take better control of their programs, and potentially lower their cost of risk, is by unbundling their programs. Can you explain the concept of unbundling and tell us how it can benefit risk managers?



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National



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What types of buyers are the best candidates for unbundled programs?



Dave Bradford- Advisen Ltd.



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President-Claims, Safety
National



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What are the potential drawbacks of unbundled programs?



Dave Bradford- Advisen Ltd.



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National



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What should risk managers look for in a TPA?



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National



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Are TPAs responsible for all aspects of a workers compensation claim such as medical bill reviews and utilization reviews? Or should these services also be unbundled and be more directly under control of the risk manager?



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National



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What controls and procedures should risk managers implement to assure top performance from a TPA?



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National



Don Wright,
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What other things can risk managers do to gain better control of their programs? How can insurers help them?



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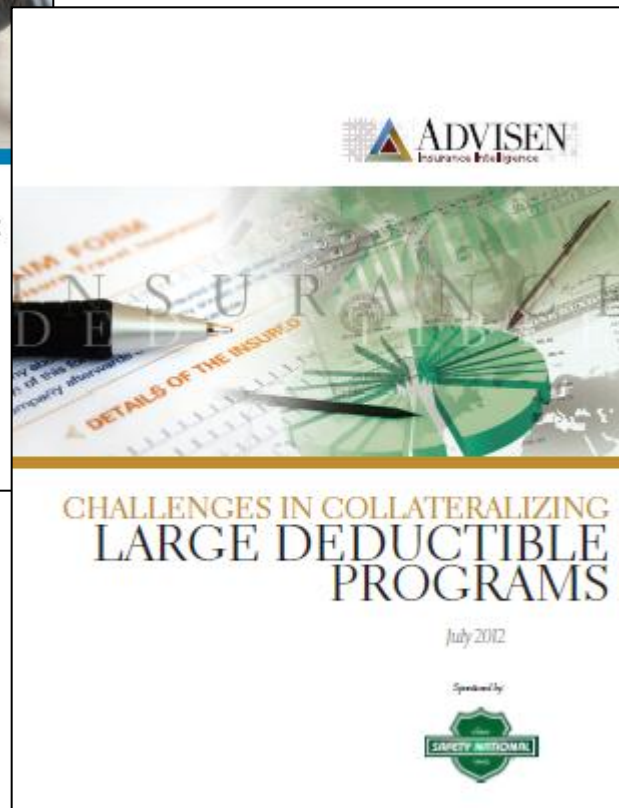
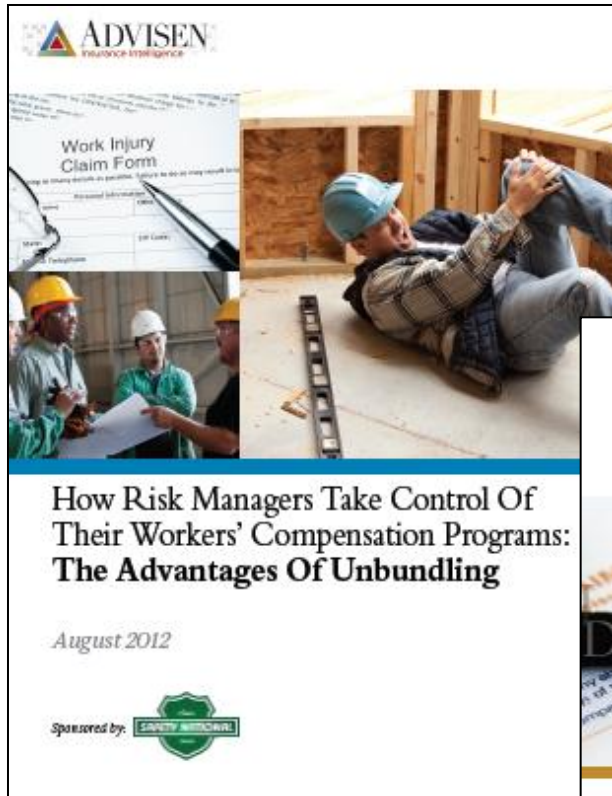
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Q&A

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Date: Wednesday, September 26, 2012 at 11am EDT

- **Changing Role of the Risk Manager**

Date: Tuesday, October 2, 2012 at 11:00AM EDT



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- **Management Liability Insights Conference**

Date: Thursday September 20, 8:00 AM EDT

Location: McGraw Hill Conference Center, NYC

- **Cyber Liability Insights Conference**

Date: Wednesday October 24, 8:00 AM EDT

Location: Bridgewaters, NYC

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