

Captive Resources: A Broker's Ideal Partner



Capture Your Share of the Captive Market

Since the mid-1980s, Captive Resources, LLC (CRI) has formed more than 40 group captives serving thousands of businesses across the United States in an array of industries. CRI currently administers and consults to several of the largest member-owned group captive insurance companies in the world, and oversees combined premiums of over \$2.6 billion and assets of \$7.0 billion. Today, over 350 brokerage firms are bringing CRI's time-tested solutions to their clients.



Why Partner with Captive Resources?

Both you and your clients will benefit from the industry-leading consulting CRI offers. Beyond the greater control gained through our group captive insurance model, CRI's size and experience as compared to other group captive administrators, provides leverage and clout that can't be matched. You will also be able to offer clients access to CRI's proven methodologies:

The security that comes with experience. If it's been done in the group captive insurance industry, chances are Captive Resources did it first. CRI executives – many who average more than 25 years experience in the insurance industry – work to support your business by helping you best meet your clients' needs.

Higher revenues and new business growth. By joining the growing ranks of brokers partnering with CRI to serve their clients, you can significantly expand your business and your revenues. Besides the referrals you'll get from highly satisfied clients – who now have greater control over their insurance costs – the support you receive from CRI will empower you to break your own sales goals year after year.

New solutions. CRI's full-service approach dramatically differentiates your offerings from competing brokerage firms. CRI offers broker partners effective solutions that make a positive, direct impact on the bottom lines of those companies who join a captive that we support. Even brokers representing large, public companies with diverse insurance needs turn to CRI for these powerful solutions. With the support of CRI, you can help your clients better manage their risk.

Long-term revenue stability. CRI-administered captives average a 98 percent renewal rate, which means renewals are virtually guaranteed. In fact, some brokers have reported saving up to 60 percent of the time and money previously spent on finding and keeping satisfied clients.

Independence and control. Because CRI is an independently owned and operated company, brokers enjoy relationships with us that are free from the conflicts often experienced when working with broker-owned operations. Plus, you always maintain control of your client relationships.

“Over the past 20+ years, it’s been great working with our friends at Captive Resources. Their captive model has been consistent since day one. Our captive clients enjoy lower net costs, no longer worry about their insurance, and some say that joining a group captive is the best business decision they’ve ever made!”

Steven P. Buterbaugh, CPCU, AAI, President/Principal
McConkey Insurance & Benefits, East York, PA

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“After 18 years with CRI, we couldn’t be more pleased with their spontaneous service and terrific results. They are true advocates for some of my company’s most important and highest profile clients. I wish we could find all of our clients’ insurance solutions through CRI. They are my ‘secret weapon’ to a happy work life.”

Michael Karp, Executive Vice President
USI Southeast Region, Fort Lauderdale, FL

Offer Your Clients the Captive Resources Advantage

From manufacturing and distribution, to construction, transportation, temporary employment agencies, retail, food and beverage production, hospitality, agri-business, and oil and gas well operations/ services, CRI reaches businesses across a broad range of industries. Qualities that participants in CRI-administered captives share include:

- Long-term financial strength and stability;
- Management teams committed to safety, with solid safety programs in place;
- Loss histories that are better than average for their respective industries; and,
- Minimum casualty premiums of \$100,000. However, CRI group captive members typically have annual premiums of at least \$250,000, and commonly between \$1–\$5 million, but can reach or exceed \$25,000,000.

Above all else, what empowers brokers to tell their clients about the CRI model is the security that comes from greater control over their insurance destiny, and significant insurance cost reductions.

What can you expect? Long-term client satisfaction, enormous growth potential and financial success – all by partnering with Captive Resources.

Ready to Learn More?

For information about how you can bring the benefits of a member-owned group captive to your clients and prospects, please contact us.



CAPTIVERESOURCES.

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