



Introducing Broker Resources Insurance Services, LLC

Broker Resources Insurance Services, LLC (“BR”) is a wholesale broker dedicated to placing Umbrella/Excess/Buffer placements for group captive member-insureds working with Captive Resources. BR is a joint venture between Captive Resources and The McGowan Companies, a privately owned managing general underwriter (MGU), program administrator, and wholesale broker located in Fairview Park, Ohio. McGowan operates across the U.S.

Mission. BR was formed in April of this year, to differentiate group captive members to the Umbrella/Excess marketplace as higher quality insureds with an elevated focus on risk management. As understanding of the quality of the member-insureds increases with our marketplace, we anticipate member-insureds will benefit from additional expanded terms, differentiated pricing, and increased stability of premiums.

BR offers access to 25+ markets, both standard and Excess & Surplus lines. BR is typically revenue neutral to the retail broker.

- 15% commission paid to the retail broker on standard market placements
- 10-12.5% commission paid to the retail broker on surplus line placements

Broker Resources is only available to retail agents and brokers that work with Captive Resources.

Key Advantages. Key advantages of working with BR include:

- The ability to access both Standard and E&S carriers;
- Capacity of \$300 million or more;
- Financially strong carriers;
- Competitive pricing and broadened terms & conditions;
- Simplified submission process – captive program application plus minor additional information is required.

What Makes Broker Resources Different?

- Revenue neutral to retail broker;
- Focus on group captive member-insureds;
- Panel markets (7) offer increased crisis management limits of \$500,000;
- Travel Assist, group discount rate, for membership in medical evacuation service.

Broker Resources Insurance Services:

Frequently Asked Questions

- **Are you able to offer quotes for potential new members to a group captive?**

Yes. A captive program submission and Broker Resources application is needed.

- **Will you offer quotes for buyers in the traditional market?**

No. Broker Resources is focused solely on member-insureds, or potential member-insureds of captives working with Captive Resources.

- **Are you placing mostly surplus lines business?**

No. 85% of our current placements are with standard admitted insurers.

- **You indicated that you anticipate, unlike most wholesalers, Broker Resources is revenue neutral to retail brokers. Do you have many instances where you are not revenue neutral?**

No. We have consistently paid 15% commission to retail brokers for standard market placements. We pay 10% for surplus lines, but where we can, offer 12.5% to the retail broker.

- **Where is Broker Resources located?**

Broker Resources offices are co-located with Captive Resources at 201 E Commerce Drive, Schaumburg, IL 60173.

- **Why did Captive Resources elect to form Broker Resources?**

Captive Resources has been asked by many members and retail brokers for Umbrella/Excess placement solutions.

To access Broker Resources, contact Chris Malouf at 847.230.8415 or chris.malouf@brokerresins.com.