

MEMIC LOSS SENSITIVE PROGRAMS

WE MAKE DEDUCTIBLES WORK BETTER



Sharing Success in Workers' Comp

By assuming more risk, your insureds can improve cash flow and reduce their insurance costs by engaging with our Loss Control specialists and implementing safety programs. With a large deductible, the insured will assume losses within a per occurrence deductible. The insured is insulated from catastrophic loss frequency by a deductible aggregate.

MEMIC offers two solutions for your clients looking to pay less for fewer claims:

1 MEMIC Advantage Deductible

- Ideal for larger Middle Market accounts wanting to reduce insurance costs by taking risk
- Lower aggregates than traditional deductible programs
- Premium savings of a deductible with the ability to budget similar to Guaranteed Cost

2 MEMIC Custom Deductible

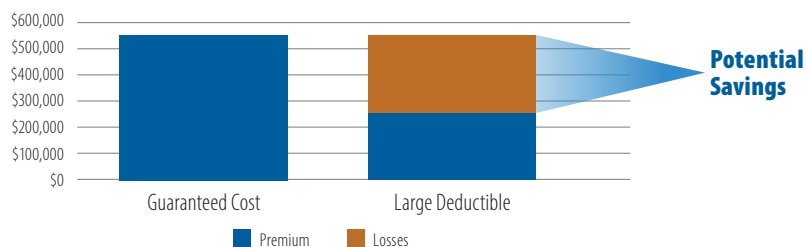
- Traditional paid large deductible plans secured with Letter of Credit or Cash In Lieu of LOC
- Offers the lowest up-front premium of all plans
- The broadest appetite of all MEMIC workers' comp programs

IDEAL CANDIDATES

- ▶ Premium of \$250,000+
- ▶ Financially secure employers with accessible cash reserves
- ▶ A desire to benefit from increased cash flow
- ▶ Employers with good safety and claims practices
- ▶ Risk management mindset

Total Cost of Risk

Large Deductible Program Comparison



APPETITE AT A GLANCE

- ✓ Manufacturing
- ✓ Hotels, Resorts and Country Clubs
- ✓ Retail including Restaurants and Grocery Stores
- ✓ Private Schools, Colleges and Universities
- ✓ Financial Institutions
- ✓ Auto Dealers and Repair
- ✓ Warehousing and Fulfillment Centers
- ✓ Physicians and Professional Offices
- ✓ For Profit Healthcare and Social Services



MEET MEMIC



More than
30 years in business



\$1.6 billion
in assets



21,000 policyholders
and counting



Licensed in
all 50 states

MEMIC

WHY MEMIC LOSS SENSITIVE IS RIGHT FOR YOUR AGENCY

- ▶ Large deductible/loss sensitive commission is negotiable.
- ▶ Premium qualifies for profit sharing.
- ▶ With our Champion Circle agency program, MEMIC rewards its top performing agencies with a \$10,000 annual benefit program.
- ▶ Each agency relationship is managed directly by a local Senior Production Underwriter, responsible for all new and renewal business.

WHY MEMIC LOSS SENSITIVE IS RIGHT FOR LARGER CLIENTS

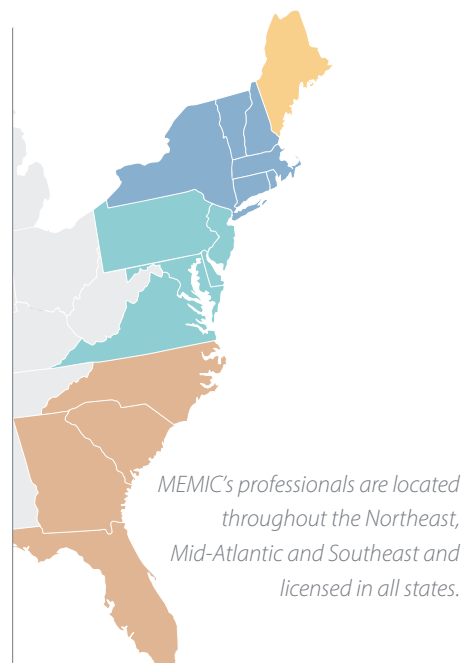
- ▶ Accounts are individually underwritten, which protect them from market volatility.
- ▶ 24/7 Injury Triage services can reduce claims by more than 50%.
- ▶ Customers improve cash flow with "Comp-As-You-Go" payment plan.
- ▶ Because consistency matters, customers deal with designated Claims, Loss Control and billing teams.
- ▶ Loss Control services are complementary, and pricing includes up to two industrial hygiene surveys annually, if requested.

Recent Loss Sensitive Wins

Business Description	State	Deductible	Premium
Cosmetics Mfg	NJ	\$300,000	\$203,000
Logistics	NY	\$150,000	\$230,000
Food Products Mfg	NJ	\$200,000	\$222,000
For-Profit Social Services	FL	\$250,000	\$220,000
Concrete Products Mfg	NY	\$250,000	\$425,000
Assisted Living	GA	\$250,000	\$265,000
Hospitality	NY	\$250,000	\$425,000
Medical Products Mfg	NY	\$250,000	\$425,000
Condo Association Mgr	FL	\$1,000,000	\$325,000
Hospitality	NY	\$350,000	\$235,000

SUBMISSION REQUIREMENTS

- ✓ ACORD 125 or equivalent document to include Named Insured Listing with FEIN(s)#
- ✓ 5 years of loss history in Microsoft® Excel® format
- ✓ 5 years of payroll history
- ✓ Most recent audited financials
- ✓ Location schedule to include employee count and shift location (where applicable)
- ✓ Narrative



QUESTIONS ABOUT MEMIC LOSS SENSITIVE?

📞 Call 603-314-0604

QUESTIONS ABOUT WHETHER ACCOUNT MEETS GUIDELINES?

✉ submissions@memic.com

For more information, visit memic.com/thememicdifference



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