

# NEWS from SIIA Members



## 2018 JULY MEMBER NEWS

### **SIIA Diamond, Gold & Silver Member News**

*SIIA Diamond, Gold, and Silver member companies are leaders in the self-insurance/ captive insurance marketplace. Provided below are news highlights from these upgraded members. News items should be submitted to Wrenne Bartlett at [wbartlett@siaa.org](mailto:wbartlett@siaa.org). All submissions are subject to editing for brevity. Information about upgraded memberships can be accessed online at [www.siaa.org](http://www.siaa.org). For immediate assistance, please contact Jennifer Ivy at [jivy@siaa.org](mailto:jivy@siaa.org). If you would like to learn more about the benefits of SIIA's premium memberships, please contact Jennifer Ivy and [jivy@siaa.org](mailto:jivy@siaa.org).*

## Diamond Members

### **Berkley Accident and Health Expands Account Management Team to Support Group Captive Growth**

Berkley Accident and Health, a Berkley Company, is expanding its account management team to support its rapidly growing Group Captive business. Berkley Accident and Health is proud to welcome Christopher LaDelfa as Program Manager and Teresa Brinkman as Account Manager. Chris and Terri are talented industry veterans who have joined the team to help guide and support the momentum built over the past ten years.

Stop Loss Group Captives are an innovative approach to employee health care that lets companies manage their costs through alternative risk sharing. Called EmCap, Berkley's solution provides small and midsize companies with all the benefits of self-funding, paired with the added stability of a group captive program. Launched ten years ago, EmCap has experienced extraordinary success and is poised for continued growth, as more and more companies call for transparency and control over their health costs.

Chris LaDelfa joins Berkley Accident and Health as Program Manager. Chris is an accomplished insurance professional who has held a variety of roles in employee benefit account services and sales, in addition to program management at one of the world's largest national brokerage/consulting firms. He has a range of experience with both large, complex self-funded clients and smaller, more focused clients.

*“Chris excels at understanding the client’s needs, adapting customized insurance and business solutions to meet those needs, and becoming a trusted business partner,”* explained

Christopher Brown, President and CEO of Berkley Accident and Health.

In his new role, Chris will be responsible for supporting the unique needs of his assigned programs by functioning as primary liaison to program members and their trusted advisors as they develop their strategic direction and enhance their health risk management strategies.

Chris holds a BSBA in Technical Management from Western New England University and holds a NJ life/health producer license. He is based out of our Hamilton Square, NJ office.

Teresa Brinkman joins the company as an Account Manager. She has been responsible for a wide range of employee benefit functions, including claims, client services, stop loss, and reporting. Prior to joining Berkley, Terri held an operations management position with a managing general underwriter (MGU) and an executive leadership position with a third-party administrator (TPA).

“Terri’s experience with TPA/MGU operations provides a valuable combination of superior problem-solving and highly focused customer-service skills that makes her an ideal member of the Group Captive team,” stated Lorraine Byrnes, Assistant Vice President for Program Management Services. In her new role, Terri will be responsible for providing day-to-day account management to Stop Loss policyholders and their advisors through all stages of customer support, including implementation, policy, claims, and premium.



Terri brings over 30 years' experience to her role, across multiple segments of the insurance industry and will be based out of Berkley's Lansdale, PA office.

### About Berkley Accident and Health

*Berkley Accident and Health is a member company of W. R. Berkley Corporation, a Fortune 500 company. Berkley Accident and Health provides an innovative portfolio of accident and health insurance products. It offers four categories of products: Employer Stop Loss, Group Captive, Managed Care (including HMO Reinsurance and Provider Excess), and Specialty Accident. The company underwrites Stop Loss coverage through Berkley Life and Health Insurance Company, rated A+ (Superior) by A.M. Best. Contact Linda King, Director, Marketing, at LKing@berkleyah.com and visit [www.BerkleyAH.com](http://www.BerkleyAH.com).*

### Silver Members

#### Crowe Horwath LLP to become Crowe LLP

Effective June 4, 2018, Crowe Horwath LLP will begin practicing under a new name, Crowe LLP. The firm will continue to operate as Crowe Horwath LLP in certain states, pending final review of its name change application in those states.

CHAN Healthcare, already part of Crowe Horwath LLP, will now become Crowe Healthcare Risk Consulting LLC. The CHAN leadership, culture, values and commitment to clients will remain the same, but the company will now refer to itself as Crowe. The Crowe Horwath Global Risk Consulting and Crowe Horwath Cayman Ltd. entities will not be changing their names. All entities will align with the Crowe name and logo.

Founded by Fred Crowe and his partners in South Bend, Indiana, Crowe draws on more than 75 years of name recognition. Today, the global accounting, consulting and technology firm has more than 4,000 people, but its values have remained the same.



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ADVOCATES FOR  
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“As we’ve grown, we’ve stayed true to our core purpose, and our commitment to our clients is as strong as ever,” said CEO Jim Powers. “In recent years, we’ve been on a transformational journey, focused on our talent and our technology offerings to deliver on our brand promise, ‘Smart decisions. Lasting value,’ and to simplify the lives of our people and our clients. Changing our name to simply Crowe, which is shorter and easier to recall, is just one more step in that journey.”

Crowe LLP will also continue to serve clients worldwide as part of the Crowe Horwath International network, which is rebranding as Crowe Global effective June 4. This network, one of the largest in the world, consists of more than 200 independent accounting and advisory services firms in more than 130 countries around the world.

## Gold Members

### **American Fidelity Receives A+ Financial Strength Rating**

American Fidelity Assurance Company, headquartered in Oklahoma City and serving more than 1 million Customers in 49 states, has again earned an A+ (Superior) rating from A.M. Best Company.

A.M. Best, considered one of the nation’s leading insurance rating services, bases its ratings on an analysis of the financial condition and operating performance of insurance companies in such vital areas as: competency of underwriting, control of expenses, adequacy of reserves, soundness of investments and capital sufficiency. Each year since 1982, American Fidelity has met these standards to receive an A+ rating.

“American Fidelity focuses on providing supplemental benefits and risk management solutions to help support our policyholders’

financial security,” said Chief Financial Officer Robert Brearton. “It’s vital to have a history of financial stability ourselves, and having the A.M. Best rating allows us to demonstrate that strength.”

### **About American Fidelity**

*American Fidelity has served the employer stop loss market for more than 25 years under the stable ownership of the Cameron family. More information can be found at [www.americanfidelity.com/stoploss](http://www.americanfidelity.com/stoploss). American Fidelity Assurance Company is a supplemental benefits provider serving more than 1 million Customers across 49 states with a focus on offering a different opinion for Customers in the education, public sector, auto retail and healthcare industries. Visit [www.americanfidelity.com](http://www.americanfidelity.com).*

*American Fidelity has earned an “A+” (Superior) from the A.M. Best Company since 1982. One of the nation’s leading insurance company rating services, A.M. Best conducts a strict review process for financial stability every year.*

### **Unum Hires John Rycroft as Stop Loss Account Executive**

Leading benefits provider Unum (NYSE: UNM) has hired John Rycroft as a stop loss account executive supporting the Western region.

Rycroft has over a decade of experience in the stop loss and employee benefits industry, holding previous positions at Tokio Marine HCC, AIG, and Sun Life Financial. He is based in the Glendale, California, and his territory includes California, Nevada, Utah, Colorado, and Arizona.

“John has a track record of success in the stop loss market,” said Chris Quinn, vice president and general manager of stop loss at Unum. “His ability to navigate the self-insurance market will be extremely valuable to employers as he limits their exposure to losses, creates efficiencies, and aids in designing effective health and benefits plans.”

Unum entered the stop loss market last year to broaden the scope of financial protection it provides employers. Policies are available in all regions of the country.

For more information about Unum’s stop loss policies, contact Rycroft at (949) 698-3216 or [jrycroft@unum.com](mailto:jrycroft@unum.com). ■



Liberty Mutual entered the Employer Stop Loss Market through its acquisition of TRU Services, LLC in April 2017. Since then we have merged our brands and are issuing the Liberty Insurance Underwriters Inc. (LIU) Policy.

You will receive the same service you have grown to know of TRU, but with the strength of Liberty Mutual.

**For more information please contact:**

**Rocko Robinson, Senior VP of Underwriting and Sales**

**Email: [Robert.Robinson01@libertyIU.com](mailto:Robert.Robinson01@libertyIU.com)**



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*\*Also serves as Director*

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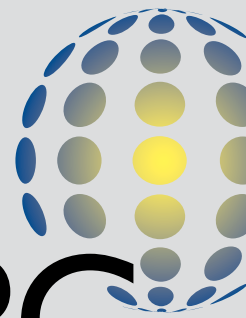
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**Do you aspire to be a published author?** Do you have

any stories or opinions on the self-insurance and alternative risk transfer industry that you would like to share with your peers?

We would like to invite you to share your insight and submit an article to *The Self-Insurer!* SIIA's official magazine is distributed in a digital and print format to reach over 10,000 readers around the world. *The Self-Insurer* has been delivering information to the self-insurance/alternative risk transfer community since 1984 to self-funded employers, TPAs, MGUs, reinsurers, stop-loss carriers, PBM s and other service providers.

Articles or guideline inquiries can be submitted to Editor Gretchen Grote at [ggrote@sipconline.net](mailto:ggrote@sipconline.net)

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