

# NEWS from SIIA Members

## 2017 OCTOBER 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@siia.org](mailto:wbartlett@siia.org). All submissions are subject to editing for brevity. Information about upgraded memberships can be accessed online at [www.siia.org](http://www.siia.org). For immediate assistance, please contact Jennifer Ivy at [jivy@siia.org](mailto:jivy@siia.org). If you would like to learn more about the benefits of SIIA's premium memberships, please contact Jennifer Ivy and [jivy@siia.org](mailto:jivy@siia.org).*

### Diamond Members

#### Artex Risk Solutions Receives Captive Award

Artex Risk Solutions is thrilled to announce that they received the 2017 US Captive Review Award for Captive Management – Group Captives. Recognized and judged by a group of peers within the industry, this serves as a wonderful affirmation of the work that the team does for clients across the United States. This is the second year that Artex has won the award, which was previously given to them in 2015.



Pictured from Left to Right are Richard Cutcher, Editor of Captive Review and Kevin Heffernan, Artex's Executive Vice President – Operations, North America

#### QBE's Phillip Giles selected for Captive Professional of the Year

QBE North America is proud to announce and congratulate Phillip Giles (QBE North America's Vice President of Sales & Marketing, Accident & Health) for winning the Captive Professional of the Year award at the U.S. Captive Awards dinner on August 7 in Burlington, Vermont. *"I am deeply honored to be recognized amongst such a high caliber of industry peers. Each of us encourages development, awareness and integrity within the captive and alternative risk industry,"* said Giles.

Judges' comments: Phil Giles has delivered consistent and impressive growth since joining QBE North America and made himself a go-to resource in the medical stop-loss arena. While well-known to the captive community, he is keen to share his expertise and resources for the benefit of others. Phil was also recognised within QBE as a 'Global Top 10 Employee' in 2016.

The winner of the Captive Professional of the Year award has demonstrated innovation, is a forward thinker and displays a strong commitment to the US captive insurance industry. Giles was selected by the U.S. Captive Awards' Captive Industry Panel.

Earlier this year, Giles was named to Captive Review's worldwide Power 50 listing of the industry's most influential individuals.

<http://captive-review.com/news/winners-announced-us-captive-review-awards-2017>

## About QBE

QBE North America, an integrated specialist insurer, is part of QBE Insurance Group Limited, one of the largest insurers and reinsurers worldwide. QBE NA reported Gross Written Premiums in 2016 of \$4.6 billion. QBE Insurance Group's 2016 results can be found at [www.qbena.com](http://www.qbena.com). Headquartered in Sydney, Australia, QBE operates out of 37 countries around the globe, with a presence in every key insurance market. The North America division, headquartered in New York, conducts business through its property and casualty insurance subsidiaries. QBE insurance companies are rated "A" (Excellent) by A.M. Best and "A+" by Standard & Poor's. Additional information can be found at [www.qbena.com](http://www.qbena.com), or follow QBE North America on Twitter.

## Silver Members

### WellNet's Fall Broker Tour Offers Self-Funded Insights with Focus on Reference Based Pricing

WellNet's Fall Broker Revolution Tour is coming to a city near you. This tour is for brokers and consultants whose clients are tired of the carrier lip service.

#### Key Take Aways

- Focus is on Reference Based Pricing
- Lay Out the Causes of the Underlying Problem in the Healthcare Economics
- Identify the Levers of Change That Can Move Us Toward Solutions
- Give Examples and Ideas That are Already Working in Healthcare
- Share Resources that will Drive Prospecting and Generate New Leads
- Learn How to Build a Better Health Plan at a Much Lower Price Point Using Referenced Based Pricing
- Frame the Conversation to Help Your Employers Understand Their Power to Provoke Real Competition Over Cost and Quality
- Each tour stop offers drinks, heavy apps and engaging education

#### Tour Stops

- Houston, TX - 9/18/17
- Dallas/Ft. Worth, TX - 9/19/17
- Chicago, IL - 9/20/17
- Denver, CO - 9/21/17
- Philadelphia, PA - 9/25/17
- Tyson's Corner, VA - 9/26/17
- New York City, NY - 9/27/17
- Princeton, NJ - 9/28/17
- Indianapolis, IN - 10/2/17
- Cincinnati, OH - 10/3/17
- Cleveland, OH - 10/4/17
- Charlotte, NC - 10/5/17
- Nashville, TN - 10/6/17

## WellNet Healthcare Plan

WellNet gives businesses and brokers the data, tools, and people necessary to make better, more informed decisions regarding their healthcare options through Level-Funded Health Plans and integrated Medical, Rx and Population Health Management. Contact Keith Lemer, Chief Executive Officer, at 800-808-4014, [klemmer@wellnet.com](mailto:klemmer@wellnet.com) and visit [www.wellnet.com](http://www.wellnet.com).

## Synergy Comp Named One of Inc. 5000's Fastest Growing Private Companies in America

For the second year in a row, Synergy Comp Insurance Company is pleased to announce that it has been named one of America's Fastest Growing Companies by Inc. Magazine. Synergy ranked 4463 in this year's ranking with a 53% growth rate over the past 3 year period. Several members from the Synergy Comp team will be headed to Palm Desert, CA to accept this prestigious award.

Synergy attributes their growth to a dedicated commitment of results to their clients. By creating safer work environments for high mod workers' compensation accounts in Pennsylvania, Michigan, Maryland and New Jersey, they are truly making an impact. Workers are in safer work conditions, managers are better trained in safety and

workers' compensation premiums go down over time. It's a win for the insured, the agent and Synergy.

One key to success for Synergy is that they consistently look for feedback. With a net promoter score of +83 their clients are more satisfied than Costco, Nike or Coca-Cola. Net promoter score asks clients how likely they are to refer a friend to the business. Apple ranks at an +89 score.

Eric Brown, CFO of Synergy Insurance Company, had this to say about their success:

"We are so proud at Synergy Comp of our engaged employees and valued agency partners to achieve this prestigious award for the second year in a row. These results are a testament to the culture at Synergy Comp and embracing our mission of delivering promised results through commitment and continuous improvement."

If you are interested in working for a growing company that cares about their team, consider Synergy Comp Insurance Company. They offer a great team environment, excellent benefits and opportunity. You can find open opportunities on their career page.



### A Long Tradition of Insurance Solutions for Companies that Self-Fund Their Medical Plan

**Helping to better manage the risks associated with catastrophic claims**

AIG's Group Benefits business has decades of experience in helping companies manage the risks of self-funding through stop loss, specified disease organ transplant, group captive, and Taft-Hartley solutions.

Learn about all the ways AIG's Group Benefits business is here for you. Talk to one of our representatives or visit us online at [aig.com/us/benefits](http://aig.com/us/benefits).

**AIG** Bring on tomorrow®

The underwriting risks, financial and contractual obligations, and support functions associated with products issued by National Union Fire Insurance Company of Pittsburgh, Pa., are its responsibility. National Union Fire Insurance Company of Pittsburgh, Pa., maintains its principal place of business in New York, NY, and is authorized to conduct insurance business in all states and the District of Columbia. NAIC No. 19445. Coverages may not be available in all states.

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# Self-funding your health plan is a long and winding road.



For more than 40 years, Symetra Life Insurance Company has helped brokers, employers and administrators navigate and protect their self-funded medical plans.

Whatever changes are on the horizon, we'll be here to guide your path. We helped pioneer the medical stop loss business, and we've been through every twist and turn along the way.

**When it comes to stop loss, we don't just know the road,  
we helped write the map.**

To learn more, visit [symetra.com/stoploss](https://www.symetra.com/stoploss).



Stop loss, filed as the Excess Loss policy, is insured by Symetra Life Insurance Company, 777 108th Avenue NE, Suite 1200, Bellevue, WA 98004. In New York, stop loss, filed as the Excess Loss policy, is insured by First Symetra National Life Insurance Company of New York, New York, NY. Mailing address: P.O. Box 34690, Seattle, WA 98124. Thirteen years of stop loss for First Symetra National Life Insurance Company of New York.

Symetra® is a registered service mark of Symetra Life Insurance Company.

## Gold Members

### Health Care Management Administrators and McKesson Health Solutions Have Become SIIA Gold Members

The Self-Insurance Institute of America, Inc. (SIIA) announced that Health Care Management Administrators and McKesson Health Solutions have upgraded to SIIA Gold member status, confirming their leadership positions within the self-insurance marketplace.

This latest membership announcement is part of an ongoing strategic initiative to increase membership support of the association so that it is better positioned to protect and promote the business interests of organizations involved in the self-insurance/captive insurance marketplace.

Upgraded members (Silver, Gold and Diamond) receive a variety of additional membership benefits. Details can be accessed on-line at [www.siaa.org](http://www.siaa.org), or by contacting SIIA Membership Director Jennifer Ivy at [jivy@siaa.org](mailto:jivy@siaa.org).

Learn more about McKesson Health Solutions at [www.mckesson.com](http://www.mckesson.com) and Health Care Management Administrators at [www.accesshma.com](http://www.accesshma.com).

Almost all of the industry's leading company's, including McKesson Health Solutions, will be represented at SIIA's upcoming National Conference & Expo, scheduled for October 8-10, 2017 in Phoenix. Event details can be accessed on-line at [www.siaa.org](http://www.siaa.org), or by calling 800/851-7789.

### Ullico Partners with AGIA Affinity to Administer Benefit Programs

The Union Labor Life Insurance Company (Union Labor Life) has selected AGIA Affinity to provide administration services for its portfolio of individual and group life and health supplemental products.

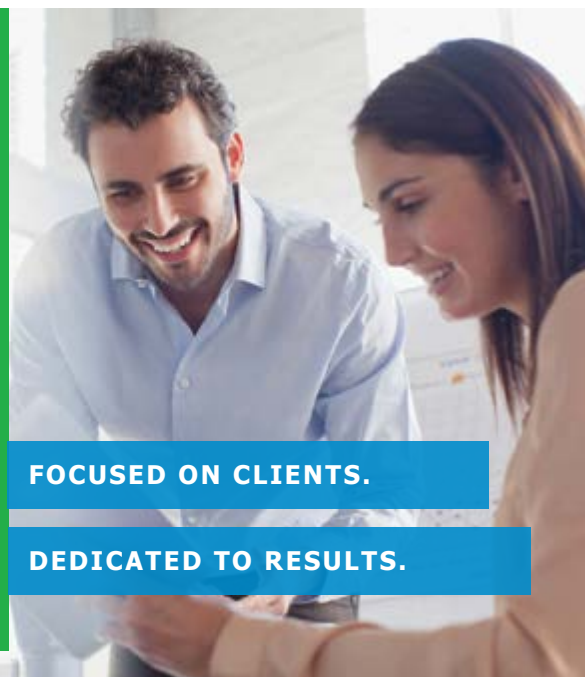
Founded more than 90 years ago, Union Labor Life provided union members and their families the insurance protection that was often unavailable to them in traditional insurance marketplaces. The company continues to honor its legacy by providing an unparalleled combination of insurance expertise and experience to the union workplace.



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# Choose with Certainty

**Medical stop loss** insurance from Berkshire Hathaway Specialty Insurance comes with a most trusted name and the stability of an exceptionally strong balance sheet. Our executive team has 30 years of experience and a commitment to tailoring solutions and paying claims quickly. All of which is key to ensuring your program's success for years to come. With so many choices, you can make this one with certainty.



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[www.bhspecialty.com/msl](http://www.bhspecialty.com/msl)

"Our goal is to consistently deliver the value that our clients expect from us," said Stephanie Whalen, Vice President, Group Operations at Union Labor Life. "AGIA Affinity solidly matches our needs to reach that goal on every level, from their mission, to the exceptional support and focus we desire in order to drive Union Labor Life's brand deeply at every client touch-point."

"We are inspired by Union Labor Life's passion and strong commitment to their union clients and the membership they serve," commented Chris Burke, President & CEO of AGIA Affinity. "This is a win-back for us. We're thrilled that they returned to us after a thorough market review. Union Labor Life cited our shared philosophies, relentless focus on execution, and our defined processes for continuous improvement as reasons for their decision. We look forward to a long and mutually beneficial partnership."

## About Ullico

The Ullico Inc. family of companies provide insurance and investment solutions for labor organizations, union employers, institutional investors and union members. Founded 90 years ago, the company takes a proactive approach to anticipating labor's needs, developing innovative financial and risk solutions and delivering value to our clients. Our products are tailored to promote financial security and stability for American workers.

The Ullico Inc. family of companies includes The Union Labor Life Insurance Company; Ullico Casualty Group, LLC.; Ullico Investment Company, LLC.; and Ullico Investment Advisors, Inc.

For additional information, visit [www.ullico.com](http://www.ullico.com). ■

SELF-INSURANCE INSTITUTE OF AMERICA'S  
**37TH**  
ANNUAL NATIONAL  
EDUCATIONAL  
CONFERENCE & EXPO

**OCTOBER 10TH** 2017  
DOORS AT 7:30P

OPTUM PMCS

SIIA  
OCTOBER 8TH-10TH  
JIM MARLOTT DESERT RIDGE RESORT & SPA  
PHOENIX, AZ

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ICEHOUSE  
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# SIIA would like to Recognize our Leadership and Welcome New Members

## 2016 Board of Directors

CHAIRMAN\* Jay Ritchie  
Executive Vice President  
Tokio Marine HCC – Stop Loss Group  
Kennesaw, GA

PRESIDENT/CEO Mike Ferguson  
SIIA, Simpsonville, SC

TREASURER & CORPORATE SECRETARY\* Duke Niedringhaus  
Senior Vice President, J.W. Terrill, Inc.  
Chesterfield, MO

CHAIRMAN-ELECT\* Robert A. Clemente  
CEO  
Specialty Care Management LLC  
Lahaska, PA  
Kennesaw, GA

### Directors

Adam Russo  
Chief Executive Officer  
The Phia Group, LLC  
Braintree, MA

Joseph Antonell  
CEO/Principal  
A&M International Health Plans  
Miami, FL

Kevin Seelman  
Senior Vice President  
Lockton Dunning Benefit Company  
Dallas, TX

Andrew Cavenagh  
President  
Pareto Captive Services, LLC  
Philadelphia, PA

Mark L. Stadler  
CEO  
BridgeHealth  
Denver, CO

Mary Catherine Person  
President  
HealthSCOPE Benefits, Inc.  
Little Rock, AR

David Wilson  
President  
Windsor Strategy Partners, LLC  
Princeton Junction, NJ

### Committee Chairs

#### CAPTIVE INSURANCE COMMITTEE

Michael P. Madden  
Senior Vice President  
Artex Risk Solutions, Inc.  
San Francisco, CA

#### GOVERNMENT RELATIONS COMMITTEE

Lawrence Thompson  
Senior Vice President, Sales &  
Client Services  
POMCO Group  
Syracuse, NY

#### HEALTH CARE COMMITTEE

Kari L. Niblack  
Executive Vice President of  
Client Engagement & Services  
Apex Benefits  
Indianapolis, IN

#### INTERNATIONAL COMMITTEE

Robert Repke  
President  
Global Medical Conexions, Inc.  
Novato, CA

#### WORKERS' COMP COMMITTEE

Stu Thompson  
CEO  
The Builders Group  
Eagan, MN



# SIIA New Members

## Regular Corporate Members

Stanley Guibaud  
CEO  
360 Health Systems, Inc.  
Doral, FL

Ann Erickson  
Business Manager  
Actuarial Strategies & Tactics, Inc.  
Scottsdale, AZ

Dave Barrington  
Director of Business  
Development  
Araya  
Latham, NY

Patrick Shuler  
President  
Corporate Benefits Group, Inc.  
Cape Coral, FL

Darren Eckbert, MBA  
SVP of Sales, Commercial  
& Managed Markets  
EnvisionRx

Twinsburg, OH  
James Patton  
CEO  
FairPrice Healthcare, LLC  
Austin, TX

Patrick Crites  
President  
Health Payer Consortium  
St. Louis, MO

Christine Cooper  
Attorney  
Koehler Fitzgerald LLC  
Cleveland, OH

Russ Carpel  
CEO  
Level Funded Health  
Deerfield Beach, FL

Jim Giesler  
Phoenix Benefits Management  
Cumming, GA

Megan Schmidt  
Vice President, Sales & Client  
Services

Priority Health  
Grand Rapids, MI

Jason Talley  
Claims Counsel  
Risk International  
Fairlawn, OH

Coralee Degeorge  
Sr. Product Manager  
SelectHealth  
Murray, UT

Roger Roundy  
CEO  
The Alivint Group  
Logan, UT

## Employer Corporate Member

Kenneth Bram  
AUSCO, Inc.  
Farmingdale, NY

Perry Williams  
Work Comp Provider  
Relations  
Craig Hospital  
Englewood, CO

Yvonne DiLauro  
Captive Insurance Director/  
Insurance Specialist  
Deborah Medical Associates  
Insurance Company  
Browns Mills, NJ

Debbie Hainke  
Benefits Manager  
Idaho School District Council  
Self-Funded Benefit Trust  
Boise, ID

Joel Geddes, Jr.  
Chairman  
PCIC Pacific Capital  
Insurance Company  
Incline Village, NV

Sonya Kohl  
Pulmonary Associates Inc.  
Las Vegas, NV

## IN MEMORIAM



Armor Killingsworth 1923-2017

It is with great sadness that we report the death of Armor Killingsworth of Palm Desert, CA. Armor served on the SIIA board and the publications committee for many years. At 94 years of age he just may be the last of the greatest generation to have served SIIA.

He piloted a B24, commanding a crew of 11, through many missions in the Pacific. He was appointed by General MacArthur to an all officer multi service unit to liberate U.S. personnel from Japanese prison camps.

A consummate gentleman with a giant personality and known for his sense of humor, he brought to the board his strength of character and purpose that was invaluable to SIIA in its early years.

Armor owned a very successful Third Party Benefit Administration company in California. He served on various boards, including Best Life Insurance Company, a leading excess insurance carrier.

*“Armor was a very special person whose dedication and support of the self-insurance community was second to none and a true friend”* said Jim Kinder, Founder and CEO of SIIA (1981-2006). ■