

NEWS from SIIA Members

2017 JUNE 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. All submissions are subject to editing for brevity. Information about upgraded memberships can be accessed online at www.siaa.org. For immediate assistance, please contact Jennifer Ivy at 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.



Crafted for confidence.



At the heart of a smart business decision is the integrity of the transaction. With HM Insurance Group, you can count on the consistent delivery of coverage that is designed to protect financial wellbeing. You can rely on our responsiveness so you can focus on your business goals. And you can be confident in the quality of protection that has expert risk evaluation, financial stability and market knowledge at its core.

Make connections and learn more about our people and products at hmig.com

**HM INSURANCE
GROUP**
Guarding Financial Health

STOP LOSS ■ MANAGED CARE REINSURANCE

Swiss Re's Accident & Health Division Has Two Opportunities for Senior Underwriters

Swiss Re's Accident & Health division is growing! They have two exciting opportunities for Senior Underwriters to join their team in our Enfield, CT and Marlton, NJ offices. It is a fast paced and energetic team. If you are a motivated individual looking to join a leading provider of medical stop loss insurance apply on-line today! www.swissre.com/careers.

Senior Underwriter – Enfield, CT

Senior Underwriter – Marlton, NJ

The information below applies for each position. Only the location differs.

Senior Underwriter - A&H

Corporate Title: Vice President

Division: CSR-Regions (50001530)

Department: CSRI-North America (50002501)

Recruiter: Anne Kutscher

About the role

Swiss Re Corporate Solutions' Underwriting team is highly skilled and experienced in the production of new and renewal rate development for groups that self-fund their Medical plans. The incumbent will follow Swiss Re underwriting guidelines, policies and procedures to calculate Stop Loss rates and factors.



Your
high
expectations

Our
enhanced
capabilities

Extra
peace of mind

 **Swiss Re**
Corporate Solutions

We've got your back. Four words that anyone seeking to self-fund healthcare benefits needs to believe, particularly when contemplating the financial risks associated with catastrophic medical events. That's why we're firm believers at Swiss Re Corporate Solutions in building strong relationships, understanding exactly what our partners expect of us, and creating innovative ways of fulfilling those expectations. And that's also why we've integrated IHC Risk Solutions into our business. The result is a powerful combination of expertise and capabilities that offers brokers, advisors, payers and their employer clients enhanced value – not to mention extra peace of mind. Now, more than ever, we've got your back. **We're smarter together.**

swissre.com/esl

Insurance products underwritten by Westport Insurance Corporation and North American Specialty Insurance Company.

About the team

Your responsibilities will include:

- Examines and evaluates claim experience, loss ratio and other data to determine degree of risk, underwriting and market selection.
- Communicates with sales executives, partners and underwriting management to obtain further information, prepare proposals and service existing accounts.
- Assists sales, claims, accounting and support staff in resolving problems and questions.
- Evaluates the experience for a group and compares the risk against the loss potential due to claim severity and/or frequency.
- Coordinate all administrative duties related to existing and prospective accounts.
- Responsible for all underwriting and policy file documentation which is in compliance with Underwriting Policies and Procedures and Internal Audit process. Maintain profitable business according to departmental goals.
- Responsible for documentation of Underwriting fields to include identifying drivers of medical expenses in new and renewal cases.
- Manage production and standards as defined by management.
- Adhere to underwriting guidelines and position papers.
- Manage workflow including workflow adjustments during high volume periods, and partner relationships as assigned by management.
- Assist sales with developing and cultivating new relationships.
- Provide feedback used by Senior Management to develop Underwriting policies and procedures.
- Mentor Associate Underwriters.



Summer is hot... but our savings are *Sizzling*

51%
Average Savings Rate

90%
Average Success Rate

(866) 762-4455
www.UnitedClaimSolutions.com

The image features a piggy bank wearing white sunglasses with 'UCS' and 'UNITED CLAIM SOLUTIONS' on the lenses. The background is a beach scene with sand and a blue sky. Text is overlaid on the image, including a headline, two statistics, and contact information.



Tokio Marine HCC – Stop Loss Group Has Two Open Positions

Tokio Marine HCC – Stop Loss Group, a leading provider of medical stop loss insurance, has the following open positions:

Senior Vice President
– Southwest Regional Office – Plano, Texas

As the Senior Vice President for the Southwest Region, you'll be responsible for

providing overall leadership and strategic direction for a defined region and to make underwriting recommendations and decisions to protect the financial assets of the company and the carrier.

Establish strategies and objectives, coordinating with all organizational goals and standards. The position is accountable for financial performance and attainment of profit goals of assigned region.

Qualified candidates will possess a four-year degree, and 10 years of relevant and progressive experience that includes a strong working knowledge of medical stop loss operating procedures. Also a minimum of six years of leadership experience.

Interested individuals should email a current resume to stoplosshr@tmhcc.com.

About You

We're looking for someone who has these values, abilities, and skills:

- Bachelor's degree in a related field preferred or equivalent experience.
- Five or more years of medical stop loss insurance underwriting experience.
- Strong oral and written communications skills.
- Strong analytical skills and the ability to pay attention to details.
- Knowledge of common medical terminology, diseases and their related risks.
- Familiarity with Excel and Word programs.
- Dynamic and collaborative.
- Distinguished across multiple elements of Swiss Re's Leadership Model (thinks strategically, innovates, responds actively, collaborates, promotes excellence, stays accessible, fosters constructive debate, demonstrates an enterprise mindset).

About Swiss Re

The Swiss Re Group is a leading provider of medical stop loss, reinsurance, insurance and other insurance-based forms of risk transfer. Founded in Zurich, Switzerland, in 1863, Swiss Re serves clients through a network of around 80 offices globally and is rated "AA-" by Standard & Poor's, "Aa3" by Moody's and "A+" by A.M. Best. Visit www.swissre.com.

Vice President, Regional Underwriting Manager – Southwest Regional Office – Plano, Texas

As the Vice President, Regional Underwriting Manager for the Southwest Region, you'll be responsible for making underwriting recommendations and decisions to protect the financial assets of the company and the carrier. Recommend strategies and objectives for the region, coordinating with all organizational goals and standards. The position is accountable for performance and attainment of profit goals of assigned underwriting staff within the region. Qualified candidates will possess a four-year degree, and 8 years previous underwriting experience and success in health insurance marketing, and excellent analytical, organizational, and communication skills.

Interested individuals should email a current resume to stoplosshr@tmhcc.com.

Medical Underwriting Nurse – Southeast Regional Office – Kennesaw, Georgia

As the Medical Underwriting Nurse for the Southeast Region, you will utilize professional and clinical knowledge to assess risk and review large medical claims, perform risk assessment and cost analysis/cost projection for the regional underwriting staff. Acts as support for renewal and new business underwriting. This includes, but is not limited to, assessing the severity of on-going claims, adjusting reserved for accuracy, evaluating medical risks and assigning cost projections.

Qualified candidates will be a Registered Nurse with ADN, Diploma, or BSN, and or 5-7 years of equivalent combination of education and or experience.

Interested individuals should email a current resume to stoplosshr@tmhcc.com.

About Tokio Marine HCC – Stop Loss Group

For more than 35 years, HCC Life Insurance Company, operating as Tokio Marine HCC – Stop Loss Group, has been leading the way in medical stop loss insurance for employers and plans who self-fund their benefit plans. Rated A++ (Superior) by A.M. Best Company, Tokio Marine HCC – Stop Loss Group is backed by the financial stability of its parent company, Tokio Marine HCC.



CaptiveOne
ADVISORS™

CaptiveOne

Our family of companies offers assessment, formation and management services by the best and brightest minds in the field of captive insurance to establish US-domestic captives. Our experienced captive insurance professionals take care of every detail so that you obtain the maximum benefits available from captive ownership.

CALL OR CLICK TODAY: (800) 781-4301 | CAPTIVEONE.COM

Tokio Marine HCC – Stop Loss Group delivers competitive coverage through exceptional customer service. Our team of underwriters, claim specialists, actuaries and medical professionals provides personal service and professional expertise to a network of producers and third party administrators (TPAs) across the United States. Visit www.tmhcc.com/life.

Silver Members

Gilsbar Growing With New Regional Sales Manager

Gilsbar is pleased to announce the addition of a new Regional Sales Manager, Lisa Munoz. Working through brokers and consultants, she will lead Gilsbar's sales efforts with mid to large market employers.

Based out of Houston, Texas, Lisa will be responsible for expanding the Gilsbar footprint within the Southwest Central region, consisting of key markets in Texas, Oklahoma, and Arkansas. Ms. Munoz brings 17 years of experience in the employee benefits industry to the Gilsbar team. Prior to joining Gilsbar, Ms. Munoz was in a sales role with wellness company Vitality, worked as an Account Executive at Pacific Life, and served as the Director of Sales for Memorial Hermann Health Insurance Company.



Stephen Cali, Gilsbar's Director of Sales, stated "Lisa has an unwavering commitment to be a market-driven thought leader, and we're excited to have her on our team. With existing sales professionals located in the west, central, eastern and now south-central region, Gilsbar is strategically positioned as one of the largest privately-held health and benefit management entities in the country."

Ms. Munoz attended the University of Texas in San Antonio and has been a member of the Hispanic Chamber of Commerce and the Health Underwriters Association, and has volunteered for 16 years for the Houston Livestock Show and Rodeo, where she is currently a member of the International Committee.

Gold Members

Zurich makes a difference in the lives of Philadelphia families

Insurance provider makes \$10,000 donation to local Ronald McDonald House during RIMS Conference.

Zurich North America, a leading provider of property and casualty insurance and a company dedicated to improving the lives of children and families, has made a \$10,000 donation to the Philadelphia Ronald McDonald House.

Paul Horgan, Head of North America Commercial Insurance for Zurich North America, announced the donation at a special dinner for Zurich customers on April 25 during the Risk and Insurance Management Society (RIMS) Conference, which took place this year in Philadelphia, from April 23-26.

In 2016 Zurich demonstrated its commitment to the communities where we live and work through more than \$633,000 derived from 27,430 volunteer hours donated by 3,668 employees through more than 725 service projects.

One of Zurich's three community investment focus areas is working to ensure the health and welfare of children in need.

To help meet that need in the Philadelphia area, Zurich has donated \$10,000 to the Philadelphia Ronald McDonald House on behalf of our Zurich RIMS attendees and guests attending our Zurich-hosted events. The Philadelphia Ronald McDonald house is dedicated to supporting the families of seriously ill children by creating a community of comfort and hope through housing and other supportive services.

The \$10,000 will go towards two initiatives. Half of the money will be used to allow a group of children battling cancer and their siblings to attend Ronald McDonald Camp in the Poconos Mountains. The Camp allows children with cancer to take a break from the stress of treatment and just be kids by experiencing the joys of summer camp. The other half of the donation will be used to support the Ronald McDonald Family Rooms at The Children's Hospital of Philadelphia and St. Christopher's Hospital for Children. The Ronald McDonald Family Rooms extend the support of the Ronald McDonald House into the hospital by offering a quiet, comfortable place for families to rest and regroup during their child's

treatment—helping them to reduce stress and focus on their own health and well-being while they take care of their child.

In addition to the monetary donation Zurich presented the Philadelphia Ronald McDonald House with over \$1,000 worth of gift cards for families served by the House to help them with everyday staples and supplies while living there. The gift cards were donated by Zurich's Select Brokers in the Atlantic Region and Zurich employees attending the RIMS conference.

“Ronald McDonald House was born in Philadelphia, making it another part of the city’s tradition of innovation and leadership where children’s health is concerned,” said Horgan.

“I am proud that Zurich can contribute to that tradition by providing comfort to the families of seriously ill children with this donation.”



Chris Callanan, Director of Events and Corporate Development, and Susan Campbell, Executive Director of the Philadelphia Ronald McDonald House receive a \$10,000 donation from Paul Horgan, Head of North America Commercial Insurance for Zurich North America.

Turning **RISK** to **PROFIT**

▶ Independent Captive Management

ATLAS INSURANCE
MANAGEMENT
ATLASCAPTIVES.COM

US OFFICE
7301 Carmel Executive Park
Suite 101
Charlotte, NC 28226, USA
+1 704-945-6620 : Tel
+1 704-945-6621 : Fax

CAYMAN ISLANDS OFFICE
PO Box 699
3rd Floor, Whitehall House
238 North Church Street
George Town, Grand Cayman
Cayman Islands KY1-1107
+1 (345) 945-5556 : Tel
+1 (345) 945-5557 : Fax

Healthy employees build strong businesses. What are you doing to strengthen yours?



As featured in the
September 2016
issue of
Self-Insurer

Strengthen your business with In-Sight, the first truly integrated Employee Benefits, Workers' Compensation and Health Management program.

In-Sight puts the administrative and cost control efforts of these programs into the hands of a single, integrated team. Why? Integration allows us to eliminate administrative oversight, prevent duplicate claims and address potential health issues before they become costly problems.

The result? Reduced claims spending and a healthier, more productive workforce.

Call IPMG at (888) 470-9569 to learn how In-Sight can strengthen your business.

IPMG.COM/CHANGE-THE-GAME





“We are very excited and grateful to Zurich for their generous donation,” said Susan Campbell, Executive Director at the Philadelphia Ronald McDonald House. *“Through their contribution, they will help us provide comfort to numerous families at the Ronald McDonald Family Rooms while they are going through a very difficult time. They will also help us bring joy to children with cancer and their siblings by giving them a week to enjoy summer camp with other kids who understand their challenges first-hand.”*

About Zurich

Zurich Insurance Group (Zurich) is a leading multi-line insurer that serves its customers in global and local markets. With about 54,000 employees, it provides a wide range of property and casualty, and life insurance products and services in more than 210 countries and territories. Zurich's customers include individuals, small businesses, and mid-sized and large companies, as well as multinational corporations. The Group is headquartered in Zurich, Switzerland, where it was founded in 1872. The holding company, Zurich Insurance Group Ltd (ZURN), is listed on the SIX Swiss Exchange and has a level I American Depositary Receipt (ZURVY) program, which is traded over-the-counter on OTCQX. Further information about Zurich is available at www.zurich.com.

In North America, Zurich is a leading commercial property-casualty insurance provider serving the global corporate, large corporate, middle market, specialties and programs sectors through the individual member companies of Zurich in North America, including Zurich American Insurance Company. Life insurance and disability coverage issued in the United States in all states except New York is issued by Zurich American Life Insurance Company, an Illinois domestic life insurance company. In New York, life insurance and disability coverage is issued by Zurich American Life Insurance Company of New York, a New York domestic life insurance company. For more information about the products and services it offers and people Zurich employs around the world go to www.zurichna.com. 2012 marked Zurich's 100-year anniversary of insuring America and the success of its customers, shareholders and employees.

About the Philadelphia Ronald McDonald House

The Philadelphia Ronald McDonald House supports families of seriously ill children by creating a community of comfort and hope. Our programs include two Ronald McDonald Houses, Ronald McDonald Family Rooms at the Children's Hospital of Philadelphia and at St. Christopher's Hospital for Children, and Ronald McDonald Camp. To learn more, please visit WWW.PHILARMH.ORG or join our social media community on Facebook, Twitter, and Instagram. ■



Think pharmacy
claims processing
the simple way.

Visit onearksuite.com
for a video introduction or schedule a
live demo at sales@onearksuite.com.

Take control of your business.

OneArk® Suite is an innovative platform giving your PBM, TPA or health plan the ability to take charge of your pharmacy claims processing and regain the competitive advantage of independence.

There is no other platform as flexible, user-friendly or innovative for the management and oversight of your complex benefit plans and clinical controls.

Available core services:

- Claims adjudication platform
- Retail network
- Rebate management

OneArk® Suite has other options and services available to complement or complete your offering.



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



YOUR BEST PARTNER EARNS YOUR TRUST EVERY DAY



Employers of all sizes experience high-cost medical claims. As an independent stop-loss provider with strong financial ratings, we're here for you. Listening to you. Helping you design a stop-loss plan that meets your needs with specialized options. Delivering hassle-free claims reimbursements. Want a partner that earns your trust every day? Go with Sun Life. Ask your Sun Life Stop-Loss specialist how we can put our expertise to work for you.

STOP-LOSS | DISABILITY | DENTAL/VISION | VOLUNTARY | LIFE



For current financial ratings of underwriting companies by independent rating agencies, visit our corporate website at www.sunlife.com. For more information about Sun Life products, visit www.sunlife.com/us. Group insurance policies are underwritten by Sun Life Assurance Company of Canada (Wellesley Hills, MA) in all states except New York, under Policy Form Series 07-SL REV 7-12. In New York, group insurance policies are underwritten by Sun Life and Health Insurance Company (U.S.) (Lansing, MI) under Policy Form Series 07-NYSL REV 7-12. Product offerings may not be available in all states and may vary depending on state laws and regulations.

© 2017 Sun Life Assurance Company of Canada, Wellesley Hills, MA 02481. All rights reserved. Sun Life Financial and the globe symbol are registered trademarks of Sun Life Assurance Company of Canada.

BRAD-6503f

SLPC 28097 02/17 (exp. 02/19)

SIIA New Members

Regular Corporate Members

Joseph Antonell
CEO/President
A&M International Health
Plans, LLC
Beech Mountain, NC

Shelley Harlan
Director of Sales
& Marketing
Benefit & Risk
Management Services
Folsom, CA

Ricardo Faerman
Chairman
Cardiomas International
Insurer
Sunrise, FL

Pasquale Dileo
CEO
Endeavor Plus, Inc.
Toms River, NJ

David McKee
President/CEO
Family Care Path, Inc.
Cleveland, OH

Michael Wilson
CEO
Healthcare Highways
Frisco, TX

Ed MacQueen
Integrity Health
Red Bank, NJ

Anne Marie Towle
EVP, Captive Consulting
Practice Leader
JLT Insurance Management
Noblesville, IN

David Vizzini
CSO
WellRithms, Inc.
Portland, OR

Martin Jaekel
President
Whitehall Bureau of America
Niagara Falls, NY

Marc Menendez
President & CEO
WorkCompEDI
Holbrook, NY

Gold Member

Rich Williams, Jr.
Senior Vice President, General
Manager
Unum
Columbia, SC

Employer Member

Eric Petree
Vice President
Harvest Works
St. Augustine, FL

Ralph Mello
VP/General Counsel
RJ Young Company, LLC
Nashville, TN