CAPTIVES – NOT JUST FOR FORTUNE 500 EMPLOYERS ANYMORE!

**May 18, 2017**

**TIMED OUTLINE**

This course was developed to meet the education training requirements and provide students with 1 hour of continuing education.

**Course Overview:** During this course, participants will learn about partially self funding to reduce risk and share in underwriting outcomes. This session covers Employee Benefit Captives 101 to 201 and beyond, illustrating captive models with live cases studies from employers ranging from 20 to 1,500 Employees on the plan in more than 40 states.

**Learning Objectives:** Upon completion of the course, the participant will know:

* How Middle Market Employers can reduce/contain their health care spend by joining together with employers on a local or national basis.

**PRESENTER:**

**David Konrad**

Regional Practice Leader

Roundstone

David Konrad has over more than 20 years of insurance and financial sales, management, and operations experience. As Program Manager for Roundstone, Dave is responsible for the program development, design, structure, sales, and marketing of various P&C and L&H captive programs.

Dave holds a Masters of International Business Administration from Baldwin Wallace College and a Bachelor’s of Business Administration in Finance and International Business from The Ohio State University.

Roundstone Management, Ltd. (“Roundstone”) based in Lakewood, Ohio, is an insurance organization focused on the development, underwriting and servicing of alternative risk products, including captives, rent-a-captives and specialty insurance programs. Roundstone offers intermediaries expertise in the captive marketplace with an unbundled services approach utilizing the facilities of Roundstone Insurance, Ltd.

**TIMED OUTLINE**

1. **Intro (5 Minutes)**
2. **How Fully Insured Employers Contain Costs (5 minutes)**
   1. *Shop* carriers for a lower price
   2. *Shift* more insurance premium expense to Employees
   3. *Change* plan designs to reduce coverage
3. **What is an Employee Benefit Captive? (5 minutes)**
4. **How does premium sharing work? (5 minutes)**
5. **Advantages (5 minutes)**
   1. Compared to fully insured
   2. Compared to level funded
   3. Compared to traditional partial self funding
6. **Disadvantages (5 minutes)**
   1. Compared to fully insured
   2. Compared to level funded
   3. Compared to traditional partial self funding
7. **Difference between a EB Captive and a MEWA (5 minutes)**
8. **What matters most when building a captive (5 minutes)**
   1. Money
   2. Administrative
9. **How can Advisors and Underwriters Form an EB Captive for their clients? (5 minutes)**
10. **Opportunities (5 minutes)**
    1. Homogenous
    2. Heterogeneous
    3. Case studies
11. **Q & A (10 minutes)**