



Businesses and organizations that provide coverage, in the form of compensation resulting from loss, damage, injury treatment in the exchange of premiums.

INTERNAL USE ONLY

CAPTRUST EXPERIENCE

CAPTRUST AT A GLANCE

Clients – 39
Total Assets – \$7.0 billion
Plans/Pools – 129
Plan/Pool Types – DC (73), NQ (25), OAP (18), DB (11), E/F (2)
Top Providers – Fidelity, Principal, Schwab, Vanguard

EXPERIENCED ADVISORS

- Jim Pierce (7)
- Stephen Schott (6)
- Jim Edwards (5)
- Paul Owens (4)
- Jean Duffy (4)
- Jeff Loehwing (4)

INDUSTRY BACKGROUND

POINTS OF INTEREST

- The U.S. insurance industry employs more than 2.8 million people across nearly 6,000 companies with net premiums written totaling \$1.4 trillion (2021).
- The Property, Casualty and Direct Insurance industry is expected to grow at a steady pace over the five years to 2027.

COMMON TERMS

- Actuary
- Agent/broker
- Balance sheet volatility
- Beneficiary
- Claims
- Deductible
- Hardening price cycle
- Liability
- Mandates
- Property and casualty (P&C)
- Reinsurance
- Risk management
- Underwriting

EXTERNAL RESOURCES

- American Property Casualty Insurance Association (APCIA) aiadc.org
- America's Health Insurance Plans (AHIP) ahip.org
- Independent Insurance Agents & Brokers of America (Big "I") independentagent.com
- Insurance Accounting and Systems Association (IASA) iasa.org
- International Association of Insurance Professionals (IAIP) internationalinsuranceprofessionals.org

FOR THE CHALLENGER

CHALLENGES

Corporate

- Workforce issues: taking care of their employees; succession planning; retirement of long-tenured employees; enhanced benefits for executives to help attract the best talent
- Industry consolidation – have to grow, acquire, or be acquired to stay competitive
- Growing pains: organic and M&A cultural
- Recordkeeper and custodian issues
- Higher profitability with fewer clients
- Continue funding of traditional DB plan
- Pricing pressures
- Regulatory concerns
- Budget constraints
- Shrinking custody industry and/or shrinking customer base

Retirement

- Valuable participant advice and making the benefit more valuable to employees as it helps with retention
- Enhance benefits for executives to attract best talent
- Understanding the DB/pension plan has long been an important component of the overall compensation package for employees, especially long-tenured employees

CLIENT OUTCOMES

- Good employee education, helping them save and understand the value of a 401(k) plan
- Reduced plan expenses
- Streamlined and improved investment menu
- Excellent portfolio management
- Updated auto enrollment and auto increase features
- Improved metrics over time