



Milestone Risk Management & Insurance Services

"We Protect the Promises You Make"

CASE STUDY

If saving \$170,000 in premiums and covering all exposures is important to you, the following case study will be of interest:

Company Background

A Southern California based contractor insured with a big name brokerage house for over 20 years. The contracting company prided itself on using the most cutting edge technology and implementing stringent safety standards in all areas of their practice.

Milestone Solution

Led by a team of highly consultative insurance experts, Milestone did a complete insurance and risk control gap analysis of the company.

Results

After assessing all insurance policies, contracts, business practices, and risk management programs Milestone discovered the following:

- **60 vehicles left off the \$10M excess liability policy. This was overlooked for three years placing the entire company at risk**
- **Two vehicles registered to individuals placed on corporate policy inappropriately**
- **No earthquake coverage on two buildings that had no mortgage and located on fault lines**
- **No employment practice liability insurance on a firm of 650 employees**
- **Leases on buildings and contracts with generals were reviewed and gaps were discovered and corrected**

After flying out the underwriter from Boston and showcasing the client, Milestone accomplished:

- **A 25% forgiveness on their final audit for 2005-06 which saved \$112,500**
- **Renewal rates were lowered to their minimum, a savings of \$58,000**
- **The Minimum & Deposit requirement was lowered to 80% rather than 100%**

Perfect Execution --- Guaranteed Results