



CASE STUDY

Steve C. Davis Inc., Pit Bull Express Inc., & BCR Transport Inc.

Wilkesboro, North Carolina

THE SITUATION

This client is a trucking contractor for Fed Ex. Their bank introduced them to Bankers Insurance and we explained our insurance "blueprint" process. Through this approach, we do not begin with a quote, but instead learn about the business's operations, its risks, and the owners' risk tolerance. We identify financial levers the business should pull to get a better value on their insurance. Though the client liked their current agent, they agreed to participate in Phase 1 Discovery.



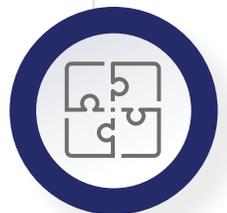
THE CHALLENGES

Phase 1 Discovery identified significant issues on the client's workers' compensation policies. Three separate policies existed due to varying ownership of the different entities involved. Two of the policies had large increases levied by the insurance companies due to recent claims. Analyzing their current claims and utilizing our proprietary workers compensation software, we identified that future premiums would climb even higher during the next four years.



THE SOLUTIONS

The client hired us to solve these challenges. They provided access to their insurance policies well ahead of renewal, allowing us time to create the greatest impact. After further research, we targeted several insurance companies based on their ability to help the client further lower claims and to deliver favorable pricing. We presented the client's applications and explained the corrective measures (financial levers) recently employed.



THE RESULTS

We saved the client over \$100,000 immediately, with more to come when the effects of the financial levers gain their full effect. We partnered with Key Risk, a best-in-class insurance company known for excellent service and claims handling. Key Risk also agreed to provide the client risk management services to help further reduce insurance costs. Due to the financial levers employed, Key Risk agreed to deep discounts to counteract the effects of the recent claims.

