



# CASE STUDY

RCG Behavioral Health Network, LLC

Richmond, VA

## THE SITUATION

Our company was insured through the same local insurance agent for many years. Recently, our premiums began to rise. Our local agent shared how he shopped our insurance for us and provided the best options available. One of our local vendors coincidentally connected us with Mike Barnum at Bankers Insurance for a meeting.



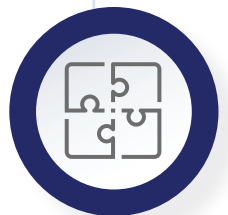
## THE CHALLENGES

We met with Mike Barnum realizing that we were unlikely to make any changes since we just renewed our insurance policies and we enjoy a longstanding relationship with our agent. Mike shared with us a more modern way of driving down costs and that obtaining insurance quotes was the last financial lever to pull. Simply talking with Mike had no bearing on our renewal and did not require hiring Bankers Insurance.



## THE SOLUTIONS

Mike shared with us strategies that would immediately drive down cost and reduce expenses over the next several years. I enjoyed the transparency/industry secrets he shared regarding how our business insurance is priced and what insurance underwriters are looking for. We now understand how to control our insurance program and match it to our growing business plan. We collaborated to create an excellent risk summary for underwriters to review.



## THE RESULTS

We asked Bankers Insurance to be our agent. We confidently pulled all financial levers PRIOR to shopping our insurance. We couldn't be happier with the results. Bankers Insurance helped us not only save approximately \$50,000/year, but also added key coverages that were previously uninsured and a risk to our balance sheet. We even implemented a service timeline to ensure we continue to drive down our future cost of risk.

