



CASE STUDY

TFC Recycling

Virginia and North Carolina

THE SITUATION

Our company purchased traditional insurance for our buildings, contents, etc. ever since our company began. We had a claim and our cost skyrocketed.



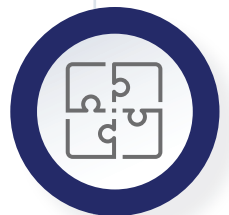
THE CHALLENGES

Our prior broker offered very few options and no real strategy to help us obtain lower cost other than assuring us they went to "everyone" to get quotes. As our cost continued to rise, we felt there must be a better way.



THE SOLUTIONS

Mike Barnum at Bankers Insurance lead us through their risk optimization process and shared with us a "blueprint" plan that, if implemented, would reduce our insurance costs. Through Mike's process we gained a better understanding of our program, the general insurance marketplace, and ultimately became a more educated buyer with a true partner by our side.



THE RESULTS

We now have a trusted partner that developed both short and long term strategies that align with our company's goals and long term success. We now have a program that we understand and where we are in control. We were able to achieve immediate savings on our program cost while also having the potential to receive over \$150,000 back if claims are good. We couldn't be happier with our situation and can now focus on growing our business.

