

WISTERM

AWARD WINNING CAPTIVE CONSULTING AND MANAGEMENT SUITE



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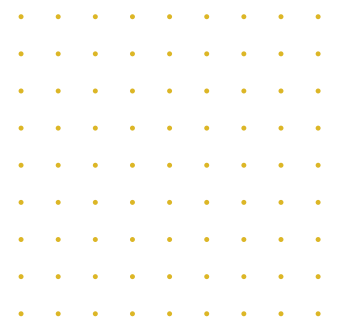


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NAVIGATE A CHANGING LANDSCAPE OF RISK



In an ever-changing business landscape, where market conditions fluctuate, regulatory environments remain unpredictable, and global economic shifts impact your day-to-day operations, it's crucial to safeguard your business against potential risks. Relying solely on commercial insurers might expose your organization to heightened premiums, reduced benefits, and even denial of critical risk coverage.



At Wistern, we understand the challenges you face, which is why we offer specialized expertise and strategic resources to empower you in creating comprehensive, results-driven solutions for all your risk management needs. By considering a captive solution, you can equip your business with the right tool to confront the world of risk on its own terms and emerge stronger than ever.

With Wistern by your side, you will gain the confidence and support necessary to navigate this new era of risk, allowing your business to thrive amidst uncertainty. Let us help you secure your future success.



UNLOCKING THE ADVANTAGES OF MANAGING YOUR OWN RISK

Captive implementation stands as a leading alternative risk finance solution, previously leveraged by Fortune 1000 companies, and now increasingly embraced by smaller businesses. While captives were traditionally seen as a response to soaring premium costs, they bring forth a multitude of potential benefits that are challenging to replicate elsewhere:

EMPOWERING RISK MANAGEMENT

Captives are purposefully designed to bolster your capacity to handle retentions and deductibles associated with conventional risk transfer programs. By establishing your own subsidiary insurer to manage a significant portion, if not all, of your risk, you liberate yourself from the constraints and limitations of the commercial insurance market.

TAILORED COVERAGE DESIGN

With captives, you have the freedom to shape your coverage precisely as you require, rather than being bound by a commercial insurer's predetermined framework. Your coverage can be broader, policies simplified, and risks more manageable. Additionally, captives facilitate the implementation of highly effective claims-handling methods and loss control programs.

COMPREHENSIVE COVERAGE FLEXIBILITY

Captives offer the flexibility to fund not only conventional coverages like general liability, workers' compensation, auto liability, property insurance, and employee benefits but also hard-to-insure exposures such as environmental risks and employment practice liabilities.

ENHANCED CONTROL AND COST REDUCTION

Establishing a self-owned insurer, like a captive, grants you the advantages of greater control and reduced costs, both of which significantly impact your economic security and profitability.

REVENUE GENERATION POTENTIAL

Captives can yield substantial revenue benefits. Premium payments are directed straight to your captive, enabling reserves for unpaid claims and unearned premiums to be invested. This unique opportunity allows you to establish reserves using pre-tax income, a privilege typically unavailable to non-insurance entities. These revenues further fortify the captive itself, eventually positioning the entity for more favorable reinsurance opportunities.

➤ Our dedicated professionals stand by your side throughout the entire journey, ensuring a seamless experience from the initial incorporation of your captive to its ongoing day-to-day management. We offer a comprehensive range of services, including accounting, insurance, claims, personnel, and management information, to cater to your diverse needs.

At Wistern, we recognize the immense value and opportunities that managing your own risk through captives can provide. Let us guide you through this transformative journey, helping you harness the advantages of captive implementation to safeguard your business and propel it towards greater success.

EMBARKING ON YOUR JOURNEY



The process of establishing and overseeing a captive is a substantial undertaking that demands a steadfast dedication. At Wistern, we have a team of captive experts who will collaborate closely with you to assess the suitability of a captive for your organization. From there, we work together with your legal and financial representatives to guide the formation and management of the captive facility in accordance with the necessary tax and accounting protocols.



CONSULTING: PROVIDING CAPTIVE EXPERIENCE

Our dedicated professionals are the backbone of our success, committed to delivering unrivaled service and support to help your business break free from the confines of commercial insurance markets.

Through meticulous feasibility studies, we provide valuable insights into the advantages and disadvantages of establishing a captive. This empowers our clients to make informed decisions before committing to this long-term risk management program. We also offer extensive consultations, exploring the various alternative applications that captives can offer.

Our key consulting services encompass:

Feasibility Studies:

Conducting thorough assessments to evaluate the viability of a captive for your specific needs and goals.

Domicile Reviews:

Assessing and recommending suitable domiciles for your captive, considering regulatory environments, tax implications, and operational requirements.

Strategic Reviews:

Analyzing existing insurance programs and strategizing on how a captive can enhance risk management strategies and align with your overall business objectives.

Exit Strategy Studies:

Assisting clients in developing contingency plans and exit strategies, ensuring flexibility and adaptability in changing circumstances.

As part of our commitment to ongoing support, our captive consulting professionals keep a vigilant eye on insurance market conditions. We work closely with clients to tailor their insurance programs to effectively respond to shifts in these conditions. Additionally, Wistern maintains strong relationships with major reinsurers, many of whom have dedicated business units focused on collaborating with alternative insurance facilities like captives.



CAPTIVE MANAGEMENT: ENSURING CAPTIVE SUCCESS

When it comes to developing a captive, selecting the right domicile is a critical factor in determining its success. Wisterm's team of captive professionals is dedicated to providing expert guidance to organizations in choosing the optimal domiciles. We collaborate closely with you, evaluating your organization's business goals, geographic location, and considering factors such as infrastructure, tax structures, and treaties offered by potential captive domiciles.

Our Captive Management team offers a comprehensive suite of services, including:

- **Administration:** Providing expertise to align your captive's objectives with your overall business strategy, ensuring maximum effectiveness.
- **Policy Language:** Assisting in the design and implementation of tailored insurance policies that address your unique risk exposures, protecting your organization comprehensively.
- **Claims:** Effectively managing claims processes, ensuring efficient handling and fair resolutions to mitigate potential losses.
- **Compliance:** Supporting your organization in meeting regulatory obligations, ensuring adherence to applicable laws and regulations.
- **Accounting:** Ensuring accurate and transparent financial reporting that complies with regulatory requirements, giving you peace of mind.

Once your organization has determined the ideal domicile, our skilled captive management professionals take charge, leading a designated team to oversee the entire process from incorporation to active day-to-day management. Over the years, we have cultivated enduring relationships with essential service providers, including actuaries, attorneys, and auditors. These partnerships are vital to ensuring the smooth operation of your captive.



ANALYTICS: MAKING INFORMED DECISIONS

Analytics plays a crucial role in the establishment and management of a captive, offering valuable insights into risk retention opportunities and optimizing the captive's potential for strategic and economic benefits.

At Wistern, our Analytics team collaborates closely with captive clients, assisting them in addressing key questions such as:

Q. What level of risk can the company comfortably retain without significantly impacting its financials?

Q. Does the company possess adequate protection against risks within its corporate risk tolerance?

Q. Is the company obtaining insurance at a fair price?

Q. Can the company leverage its captive to gain a strategic advantage and minimize the cost of risk?

Through a meticulous analysis of financial data, Wistern works in partnership with captive clients to establish a risk tolerance threshold aligned with their appetite for risk. This threshold serves as a crucial factor in selecting an appropriate insurance structure that supports the client's overall capital allocation and strategic planning. Understanding your risk tolerance not only helps validate current decisions but also provides valuable guidance for future considerations.





PROGRAM MANAGEMENT: STREAMLINING YOUR OPERATIONS

We provide exceptional marketing and administrative support services to a diverse range of carriers, agencies, captives, and organizations seeking effective program management solutions. Our dedicated team offers a cost-efficient alternative to developing internal resources for your insurance programs.

Our program management solutions encompass a comprehensive range of services, including:

Underwriting and Policy Management:

Our experienced team handles all aspects of underwriting and policy management, ensuring accuracy and efficiency throughout the process.

Accounting and Billing:

We take care of your accounting and billing needs, streamlining financial processes and delivering transparency in financial reporting.

Reporting:

Our reporting services provide valuable insights into program performance, allowing you to make informed decisions and optimize your operations.

Compliance:

We navigate the complex landscape of compliance requirements, ensuring adherence to regulatory standards and mitigating potential risks.

Customer Service as a Service:

Our customer service solutions provide excellent support to your program participants, enhancing their experience and satisfaction.

➤ Wisterm empowers you to streamline your operations, increase efficiency, and elevate the overall quality of service provided to your clients.



REINSURANCE: PROTECTION FROM THE UNEXPECTED

Our team has extensive experience in designing, developing, and implementing reinsurance programs for captive insurance companies.

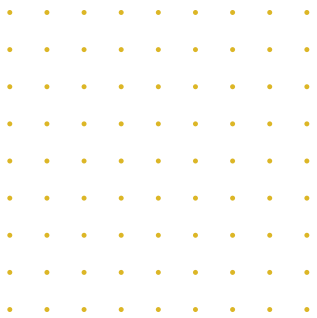
We specialize in providing comprehensive risk management for captives of all sizes. As your captive evolves over time, our reinsurance team continuously evaluates and addresses your needs to offer the most effective advice and services both now and in the future. At Wistern, we are committed to crafting reinsurance programs that enable our captive customers to achieve their desired business outcomes. Our focus is on empowering you to deliver the results you seek.



ABOUT WISTERM

Wistern (English: /Wis'terum/) is a British-American multinational financial services firm that provides a range of risk-mitigation products, including commercial risk, investment, wealth, retirement, employee benefit, and reinsurance solutions, as well as boutique consulting.

Wistern currently operates in the Americas and Europe. Wistern works with businesses of all sizes to optimize their organization, improve their operations and risk profile, and accelerate their organizational performance to seize the most attractive opportunities.





US +1 877 907 7773

UK +44 (0)20 8144 4428

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