

Wouldn't it help
your business if other
service providers
contacted you every
time you needed
their help?

Now with
SpecandAgg.com's
The Market - they can!



THE MARKET
@SpecandAgg.com

THE SELF-INSURANCE SERVICE PROVIDER ENQUIRY SERVICE

Don't call service providers.... let them call you.



Creating self-insurance programs in today's world often requires the support of several service providers. Whether they are brokers, captive managers, third party administrators, excess insurers or any other type of company, each one often needs to be sourced separately for each individual risk or program.

The Market at SpecandAgg.com is a new service that allows you to send business enquiries to selected types of service providers all at the same time.

If you are looking for a specialist service provider and want to save time and money by not sending out lengthy submissions to companies that may or may not be able to help you, then The Market can help you find the right partner:

Or if you just want to make sure that you get the best deal for yourself or your client, then The Market at SpecandAgg.com is here to help.

Using The Market





You can access The Market at any time by visiting www.specandagg.com/themarket.

The Market will then ask you to select a category of service provider as well as the state or domicile that you require the service to be provided in. Once you have entered this information, you will be shown a list of service providers meeting those criteria.

You can then select which of those service providers you wish to send your enquiry to, so you can avoid any that you do not wish to approach or that you have already spoken to.

Then all you need to do is simply enter the contact details of your requirement. You can either send a short enquiry or you can send a detailed request as you prefer.

Your enquiry will be sent to the service providers that you have selected who will respond to you directly if they can help.

-  Employee Benefits
-  WCA
-  Captives and Rent-a-Captives
-  Risk Retention Groups

Who can use The Market?



Any company or service provider can use The Market service. You can choose to enter detailed or short requests and here are some brief examples:

- **A State Employer**

"We are based in Ohio with 200 staff. We are currently insured with a HMO but are looking to self-insure our employee benefits, can you help us?"

- **A Nationwide Manufacturer**

"We are a nationwide manufacturer interested in setting up a captive for our property and casualty exposures, can you help?"

- **A Risk Retention Group**

"We are looking for reinsurance for our liability exposures."

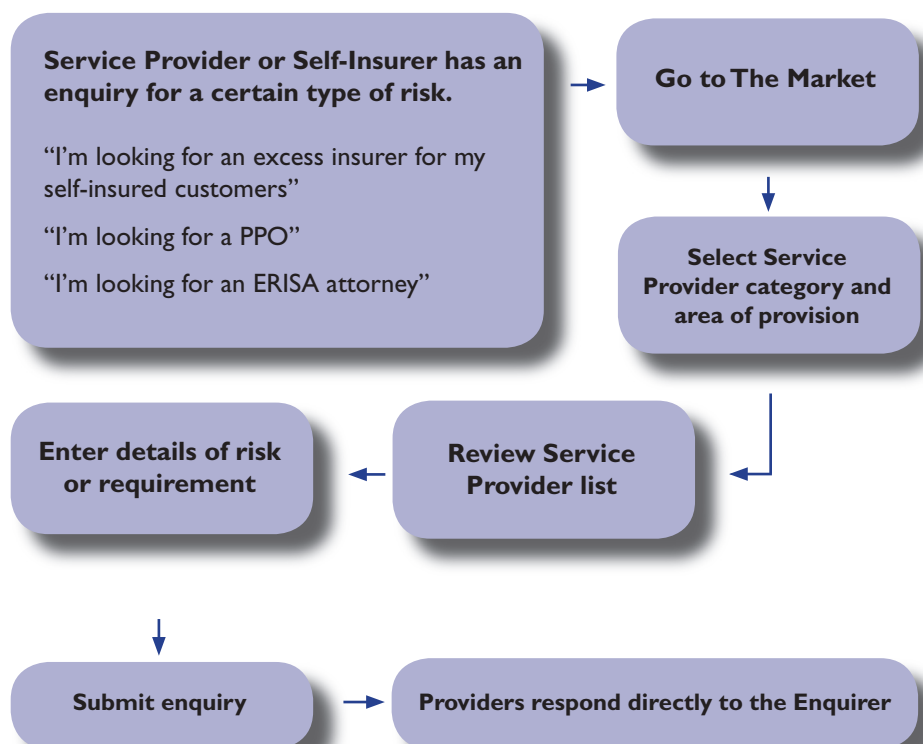
- **A Managing General Underwriter**

"We are an employee benefits MGU looking for a PPO network in Florida."

- **An Insurance Broker**

"I am a broker and one of my clients is an underground mining company in Kentucky who is looking for a catastrophe cover for their WCA exposures above \$5,000,000. I have 50% placed through the London Market but need support for the balance."

How The Market works



Frequently Asked Questions



What is The Market?

The Market is an on-line service that allows companies to send self-insurance business enquiries directly to other companies.

What are the benefits of using The Market?

Instead of contacting companies individually, The Market allows you to canvas specialist companies at the same time, saving you time and allowing you to provide a faster service to you or your customers.

What if I don't want to contact certain service providers on the site?

The site allows you to select only the service providers that you wish to approach.

I don't always want to tell service providers who my client is.

If you are acting as an agent for someone else, there is no obligation to state who you are acting for.

How much does it cost to use?

The service is free to use.

Is it confidential?

Details submitted through the site are not shared with any outside parties.

I'm not sure what type of service provider I require.

You can contact one of our advisory committee who will be pleased to help. They can be reached at www.specandagg.com/advisory or you can contact us directly at themarket@specandagg.com.

How much information should I provide?

It's entirely up to you but bear in mind the more detailed information you provide, the more likely you are to get a helpful response.

I am a Service Provider and would like to sign-up, what do I do?

Please contact us at themarket@specandagg.com for details or you can register at www.specandagg.com/register.

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