

Guest,

Welcome to:

What is Captive Medical Insurance

Presented by
Lighthouse Consulting Services, LLC



Featured Guest:
Jeff Slay, Senior Vice
President, Partner in
Charge
Woodruff Sawyer &

Company
949-435-7340
jslay@wsandco.com
www.wsandco.com



Featured Guest:
Andrew Kuykendall,
CSFS
Alternative Risk
Specialist

949-233-6101
akuykendall@wsandco.com
www.wsandco.com



Host:
Dana Borowka, MA
CEO, Lighthouse
Consulting Services, LLC

**Author of Cracking The Personality
Code**
(310) 453-6556, ext. 403
dana@lighthouseconsulting.com



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How did we get here

- Kaiser
- On-site care
- Employees and families

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Managed care

- HMO/PPO/POS
- Provider groups
- The rise of insurance companies

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Self-funding in the 2000s

- Smaller group sizes
- Better underwriting
- More flexible limits

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Medical Insurance Captives

- First arose in 2007
- Using P&C theory for benefits
- Off-shore facilities

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How does it work?

- Employer pays expected costs
- Captive group pays shock claims
- Purchase reinsurance for catastrophic claims

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How does having the data help?

- Able to pinpoint what is important to your employees
- Control behaviors to lower cost
- For example, Emergency versus Urgent Care

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How to handle volatility

- Understand your risk tolerance
- Communication is the key
- Be ready and willing to act to improve your program



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Financial stability

- The captive layer smooths the rough years
- Pay for your actual experience
- Renewals over last 7 years are 3% on average

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Who is the best fit?

- Stable workforce
- Significant employer contribution
- Engaged workforce



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Is it right for me?

- Ask for more information
- Be honest with your answers and concerns
- Start a dialogue to learn more

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