|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| |  | | --- | | Integrated solutions assessment | | Summary of Risk Areas |   Insurance | |  | | --- | | ObjectiveThe focus of the Integrated Solutions model is YOU.The risks in your life cross insurance agency disciplines.This process will provide an efficient means for you to strategically manage your risk and insurance needs in business and your personal life. | | |  |  | | --- | --- | |  |  | | Larry@incitepg.com | 9708170209 |   Website:  InCitepg.com  SYSTEMATIC APPROACH TO IDENTIFY AND MANAGE RISK AND INSURANCE! | | insightThe assessment identifies numerous areas where you could be spending money that you would not want to spend. Changing how you manage risk and insurance can improve your costs of risk and insurance. | |



notes:

* The overall process of managing insurance is currently reactive. A proactive model with proper coverage gap analysis is recommended.
* Balance sheet protection and liability limits need to be addressed and clarified for protection.
* Carrier submission process can improve and potentially obtain better pricing. Using our Top Of Stack Submission process will give you the best chance of low pricing.

Health / Life / Disability / ETC



notes:

* Many items are in great shape in this area. However, proactive health measures will improve future costs.
* Life insurance for the business and family are concerns. We need to do a thorough analysis of proper coverage amounts and structure of the financing.

Risk Management and Mitigation



notes:

* Employee wellness is highlighted again in this chart. Unhealthy employees impact employee productivity. They have a higher risk of injury and illness at work and at home. Either way, they are not at work.
* Contracts are currently not being reviewed by an insurance professional. We recommend adding that component to your risk management process.
* 7 areas are level 2 scores. This is risky and could cause an unexpected expense.

Personal Insurance



notes:

* Being a business owner and a high net worth individual, you need to have a minimum of $3 million umbrella over your liability coverage for your personal insurance.
* You have not done a risk review on your personal items being insured. We find coverage and risk issues in over 84% of all high net worth clients. This means 84% would have either an uncovered claim potential or a high cost associated with that risk

Final Summary and Recommendations

Overview

High Priority Items

1. Personal Lines Coverage Review and personal umbrella coverage add.
2. Business Insurance coverage review and gap analysis.
3. Life insurance for the business and family are a high priority to address.
4. Hired and non-owned auto cleaned up.

Medium Priority Items

1. Employee Wellness
2. Contract review process implemented
3. More proactive risk management in the business.

|  |  |  |  |
| --- | --- | --- | --- |
| Item | What | Who | When |
| Business Risk Reduction Approach™ | Review risks and current coverage details. Suggest improvements. | Max | August 2017 |
| Personal Risk Reduction Approach™ | Detailed coverage analysis | Max | August |
| Life and Disability | Life and Disability Check up and long term plan | Larry | October |
| Employee Wellness | Build a no cost wellness plan and culture | Bonita | November for 2018 roll out |
| Contract Review | Institute Agency review of contracts | Max | Immediate |