

Is your Captive Manager right for **Y O U?**



services is at the heart of everything we do.



At Beecher Carlson, we *know* captives. For more than 27 years, we've been helping clients explore and understand the many alternatives that exist to traditional insurance. In fact, we pioneered many of the most innovative captive design concepts in the industry today and have delivered captive management services in each of the major domiciles. We currently manage over 100 captives in 10 domiciles throughout the world and are recognized as one of the largest captive managers worldwide.

We are extremely *focused* and organized around products

**OUR SPECIALIZED FOCUS IS
YOUR ADVANTAGE**

At Beecher Carlson, we're not trying to be all things to all people. In fact, we believe less is more – a lot more. We are extremely focused and organized around vertical markets and products where we have deep resources and expertise. Our areas of industry specialization include energy, healthcare, real estate and construction, hospitality & gaming, retail, telecommunications, manufacturing and business services.

By narrowing our focus, we can provide you better service because we truly know and understand the nuances and inner workings of your business.

Our specialized industry teams stay ahead of the risk management issues that keep you awake at night. Our clients think of us as creative problem solvers because we proactively provide innovation solutions. They trust our expertise – and that's why many of the biggest companies in their respective industries choose Beecher Carlson.

We welcome the opportunity to put our captive experience to work for you.

**THERE IS NO SUBSTITUTE
FOR EXPERIENCE**

At Beecher Carlson, we use a proven, phased approach to help you determine if an alternative risk financing solution makes sense for your organization. We provide the justification and rationale you need to ensure you have the right solution suited to meet your specific business objectives, drive down costs and add value to your bottom line. We believe that only by looking at all the alternatives will you feel confident in your decision.

Our specialization in alternative risk markets and cutting-edge management techniques, when combined with individualized, responsive client service, is a hard combination to beat. Giving you the individualized solutions and services you deserve to successfully manage your business is what we're all about.

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**A BEECHER CARLSON FIRST - SAS
70 REPORT CERTIFICATION FOR
CAPTIVE MANAGEMENT SERVICES**

Beecher Carlson is the first and only captive manager to have secured SAS 70 Type II report certification for captive management operations. Statement on Auditing Standards Number 70 (SAS 70) is a widely recognized auditing standard developed by the Financial Accounting Standards Board (FASB). The report certifies that our captive control objectives and control activities have been examined by an independent accounting firm and that our controls are operating with sufficient effectiveness to provide assurance to Beecher Carlson's clients that their captives are accounted for and managed correctly.



We rely on a highly-seasoned professional staff of certified and chartered accountants who are backed by insurance professionals and actuarial experts to deliver solid financial management and ensure regulatory compliance. Our team has fostered strong, long-standing relationships with regulators in each of the major domiciles to stay current on emerging issues and ensure strong representation for our clients.

When it comes to financial and underwriting reporting, we provide timely, accurate and relevant information that can be incorporated into the flow of your regular accounting cycles. We also provide summary level reporting to provide you insight into the underlying results of your captive. This information serves as the underpinning for comprehensive reporting to senior management and company directors.

We're known for assigning and keeping our most senior team members involved in your account. This assures you have the best and brightest group working for you on a continual basis, not just at the start of a new relationship.



Unique to Beecher Carlson is that we structure our teams and services based on client needs rather than on our internal drivers. We value depth of industry knowledge and account familiarity over mere geographic convenience. So instead of a local team from the nearest regional office, every client is assigned a cadre of specialists with the right experience and the right expertise – even it that means going outside of Beecher Carlson.

Finally, we depend on innovative analytics to guide our insight and solution recommendations. Our analytics pool includes actuaries, CPAs, MSAs, JDs, risk control experts, claims consultants and systems and software specialists. We provide clients a unique approach to quantitative risk assessment and predictive modeling, with comprehensive actuarial consulting that includes loss projections, retention analysis and recommended program structures.

WHY BEECHER CARLSON?

We know you have options. So why should you turn to Beecher Carlson for captive management and consulting services?

Added Value

We truly know the nuances of your business. It is our aim to become an extension of your risk management and finance team.

Partnership Approach

You can count on Beecher Carlson to always look out for your best interests.

Proactive Support

Our industry knowledge allows us to promptly and accurately identify potential issues and offer creative solutions.

Straightforward Communication

We communicate with candor, sincerity and a sense of urgency at all times.

Domicile Experience

We have experience working within each of the major captive domiciles.

History of Success

Our track record is unparalleled in the alternative risk management industry. Clients know and benefit from our knowledge and experience.

There is no substitute for the *experience* of proven methods.

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www.beechercarlson.com