



broker resources

COMPANY OVERVIEW

Broker Resources is a wholesale broker dedicated to placing Umbrella/Excess/Buffer placements for group captive member/insureds working with Captive Resources. Broker Resources is only available to retail agents and brokers who work with Captive Resources.

We offer access to 35+ markets, both standard and Excess & Surplus Lines. Broker Resources is typically revenue neutral to the retail broker.

- 15% commission paid to the retail broker on standard market placements
- 10-12.5% commission paid to the retail broker on surplus lines placements

Key Advantages

- Ability to access both Standard and E&S Carriers
- Capacity of \$300 million or more
- Financially Strong Carriers
- Competitive pricing and broadened terms & conditions
- Simplified submission process – captive program application plus minor additional information is required.

Mission

Broker Resources was formed in April 2016, to differentiate the group captive members to the Umbrella/Excess marketplace as higher quality insureds with an elevated focus on risk management. As the understanding of the quality of the member/insureds increases with our marketplace, we anticipate member/insureds will benefit from additional expanded terms, differentiated pricing, and increased stability of premiums.

What Makes Us Different?

- Revenue neutral to retail broker
- Focus on group captive member/insureds
- Panel Markets (7) offer increased crisis management limits of \$500,000
- Travel Assist, group discount rate, for membership in medical evacuation service

How Do I Access Broker Resources?

- Contact Chris Malouf at: 847-230-8415 (P), 847-404-7210 (C), chris.malouf@brokerresins.com

Broker Resources Insurance Services, LLC, a Captive Resources and The McGowan Companies joint venture.

Chris Malouf

P: 847-230-8415

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chris.malouf@brokerresins.com

Broker Resources
1100 N. Arlington Heights Road
Itasca, IL 60143



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FREQUENTLY ASKED QUESTIONS

Are you able to offer quotes for potential new members to a group captive?

Yes, please provide the captive program submission and Broker Resources application.

Will you offer quotes for buyers in the traditional market?

No, we are focused solely on member/insureds, or potential member/insureds of captives working with Captive Resources.

Are you placing mostly surplus lines business?

No, 85% of our current placements are with standard admitted insurers.

You indicated that you anticipate, unlike most wholesalers, Broker Resources is revenue neutral to retail brokers. Do you have many instances where you are not revenue neutral?

No, we have consistently paid 15% commission to retail brokers for standard market placements. We pay 10% for surplus lines, but where we can, offer 12.5% to the retail broker.

Where is Broker Resources located?

Broker Resources offices are co-located with Captive Resources at 201 E Commerce Drive, Schaumburg, IL 60173.

Why did Captive Resources elect to form Broker Resources?

Captive Resources has been asked by many members and retail brokers for Umbrella/Excess placement solutions.

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