



# Why We're Different

*...and what that means for you!*

■ **Focused Expertise:**

Unlike traditional fronting carriers or underwriting managers, MSL Captive Solutions is the insurance industry's only platform dedicated exclusively to the comprehensive development of customized (re) insurance solutions for group and single-parent medical stop loss captives.

■ **Independent:**

We operate independently which allows us to work closely with qualified brokers, consultants, and captive managers to structure highly customized captive solutions. This independent and unbundled structure allows our clients to assemble preferred or best-in-class service components to optimize their captive's operational effectiveness and performance.

■ **Multiple Carriers:**

We provide consultative underwriting support to some of the insurance industry's leading medical stop loss and alternative risk carriers. Having delegated underwriting authority with multiple carriers allows us to partner each captive with the most appropriate carrier based on the captive's specific nuances. Each of our carrier relationships are rated "A" or higher by AM Best.

■ **Staff Experience:**

Our principals each have more than 30 years of experience in the alternative market and are recognized experts in medical stop loss and captive insurance structures. Our deep experience, expertise and objectivity maximize our ability to analyze risk and develop the most appropriate captive structure for each client.

■ **Collaborative Underwriting:**

We believe that the captive and carrier relationship needs to be a collaborative partnership, rather than deferring only to the carrier's traditional stop loss underwriting and pricing objectives. With the captive having a vested at-risk interest as a reinsurer, we welcome ongoing input from our broker/program manager clients during the underwriting process.

■ **Selective Distribution:**

We work with a limited and highly qualified distribution platform of select brokers and program managers, each having demonstrated expertise in medical stop loss captives. We also limit the number of public heterogeneous programs that we will support.

■ **Enhanced Group Captive Market Positioning:**

The exclusivity of our carrier relationships and our limitation of programs to select partnerships minimizes the potential for distribution channel conflicts. This will optimize and preserve the value of a group captive's identity and competitive market positioning against the more ubiquitous captive carriers and their programs.

■ **Customized Program Design:**

Each of our captive programs is structured to deliver a high-performing medical stop loss mechanism that reflects the specific risk, financial and competitive market positioning objectives of our clients. Each program is constructed to respond to client preferences with regard to domicile selection, captive structure, retained risk/reinsurance structure, surplus use, and captive service providers.