

ALTERNATIVE RISK SOLUTIONS

HEALTHCARE FULLY FUNDED PRODUCTS

Hudson's Alternative Risk Solutions unit specializes in creating innovative insurance products for healthcare accounts with captives, or those self-insured, that need to show evidence of coverage or issue certificates to third parties from an "A" rated carrier. Hudson offers Fully Funded products to healthcare providers such as nursing homes, assisted living facilities and senior care centers to help them achieve their risk management goals and objectives in a cost-effective manner.

How Fully Funded Products Work

An insured obtains a Fully Funded insurance policy by providing premium and collateral to secure the policy's aggregate limit of liability. Written as a reimbursement policy on a non-admitted basis, Hudson's Fully Funded products are an alternative to traditional insurance that give a healthcare facility maximum control over their insurance program, from determining policy limits, terms and conditions, to final claim settlements.



Product Highlights

- "A" Rated Policy-Issuing Carrier
- Customized Policies and Endorsements
- Claims-Made and Paid or Occurrence Forms
- Flexible Collateral Options
- Self-Administered Claims or TPA
- Opportunity for Investment Income
- Easy Implementation and Administration

Customer Profile

Hudson's Fully Funded products are ideal for healthcare providers that are looking to insure a non-statutory line of business, are financially sound, and are willing to take risk. Fully Funded healthcare customers typically:

- Have a Captive or are Self-Insured
- Need an "A" Rated Fronting Policy
- Have a Difficult-to-Place Coverage Need
- Desire Greater Control over their Insurance Program
- Seek a Dedicated Claims Funding Mechanism

(continued)



Coverages and Target Market

Product offerings and target markets are listed below. Other healthcare opportunities will be considered on a case-by-case basis.

Product	Target Market
General and Professional Liability	Nursing Homes Assisted Living Facilities Senior Care Centers

Fully Funded Policy Case Study Example

Tranquil Rest Care, LLC is a privately held entity that owns over 20 nursing homes in various states. Seeking an alternative to traditional insurance, it created a wholly-owned captive to address its general and professional liability exposures. However, to satisfy third-party requirements, Tranquil needed to show evidence of insurance from an “A” rated insurance carrier. Working with Tranquil’s insurance broker, Hudson issued a Fully Funded Claims Made & Paid GL/PL reimbursement policy with a \$1M per occurrence and \$3M aggregate limit. The insured remitted a policy-issuing fee to Hudson and provided a \$3M letter of credit to secure the \$3M aggregate limit of their policy.

Contacts

NEW BUSINESS OPPORTUNITIES

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