



## CAPTIVE - RESIDENTIAL CONTACTORS LIABILITY PROGRAM

**PROGRAM SUMMARY:** Nationwide General Liability program insured through admitted B+ carrier for residential contractors, homebuilders and artisans. Small to-medium sized accounts (no more than 75-100 homes). Single-family custom homes, town homes and condos included. Some commercial contracting or services acceptable. No heavy commercial or industrial. Limits of \$1 million/\$2 million.

**PROGRAM PARTICIPANT ELIGIBILITY:** (1) Seeking MGA, Program Administrator, retail agency, broker or wholesaler who has experience with specialty underwriting in the residential contractor market. (2) Experience in rating, quoting, binding, policy issuance and premium collection. (3) Claims would be managed by acceptable TPA with experience in this niche. (4) Existing management software and IT capable of detailed reporting functions. Successful Program Participants offered exclusivity in states where minimum premiums satisfied.

**PROGRAM STRATEGY:** We are searching for experienced Program Participants in the residential contractor market. Rollovers are preferred but will consider premium targets with business plan and distribution strategy. Program objective is above average profitability using a risk sharing approach and competitive managed expenses.

**COMMISSION:** up to 20% for Wholesale; up to 15% Retail.

**PROPOSED POLICY FORM(S):** ISO-based CGL Occurrence Form including (1) Manifestation clause and (2) Sunset Provision.

**ORGANIZATIONAL STRUCTURE:** Purchasing Group representing admitted B+ carrier.

**RISK SHARING:** Risk sharing by Program Participant via cell captive and quota share reinsurance support. Program Participant shares in any underwriting and investment income in addition to commission.

**MINIMUM PREMIUM WRITTEN FIRST YEAR (12-MONTHS):** \$5 million - \$7 million. No less than \$750,000 per state.

**STATES AVAILABLE:** AL, AR, CT, DE, GA, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, MT, ND, NE, NH, NJ, NM, NY, NC, OH, OK, OR, PA, RI, SC, SD, TN, TX., VT, VA, DC, WV, WI.

**REINSURANCE SUPPORT AND/OR FRONTING REQUIREMENTS:** Program Participant assumes 10-25% quota share. Policy issuing carrier is B+ admitted insurance company.

**COMPANY INFORMATION:** Roundstone is an insurance organization that provides captive and alternative risk program development nationwide to program managers, MGA's, agencies and brokers and other intermediaries. Other programs include all classes of P&C and A&H.

**CONTACT: Roundstone at 440-617-0333.**