

INSURANCE TRUST ACCOUNT MANAGEMENT SERVICE

Developed by:

Paulmar Group, LLC.

For P&C Insurance Retailers & General Agents

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NEW SERVICE FOR P&C INSURANCE RETAILERS & GMAs

New Trust Account technology offers Insurance Retailers and General Agents the opportunity to outsource insurance premium management for a fraction of its current in-house cost.

While securing full compliance with Insurance & Tax Code requirements, TA Service will significantly improve customer service and relationship with carriers.

TA Service technology will increase the agency productivity and business profit margins by 20% or more.

TOPICS

- Concept
- Advantages
- Objectives
- Accomplishments
- Users
- Marketplace

TA SERVICE CONCEPT

- TA Service is Similar to the Payroll Service
- Software Application and Data Records Are Maintained on the Agency Computer
- Service Is Delivered Over the Internet from Paulmar Office by Certified Professionals
- Service is Implemented with New Business & Renewals – No Disruption to Ongoing Business
- Service Relieves CSRs and Producers from Receivables Management Duties

TA SERVICE ADVANTAGES

- Automates Entire TA Process
- Manages Premiums and Return Premiums (Both AB or DB Accounts)
- Manages Agency Commission Income
- Manages Agency Producer Commission
- Generates Production & Separate TA Financial Reports

TA SERVICE OBJECTIVES

- Receive All Premiums On or Before Policy-Scheduled Due Dates
- Determine Agency Earned Commission and Manage Its Transfer to Operating Account
- Reconcile Co. Statements and Manage Premium Remittance to Carriers
- Manage Return Premium Credit and Refunds
- Create Complete & Reliable Accounting Records

TA SERVICE ACCOMPLISHMENTS

- Re-organizes TA Operation into a Profit Center
- Re-organizes Insurance Agencies Into Standard Sales and Service Operations
- First Attempt to Standardize TA Financial Solvency Reporting
- Increases Agency Financial Performance and Quality of Customer Service
- Enables Agency Owners, Carrier and DOI Auditors to Verify TA Financial Solvency

TA SERVICE USERS

- Tier I: Insurance Retailers (Primary Users)
- Tier II: Corporate & Cluster Organizations
- Tier III: Managing General Agents
- Tier IV: Insurance Carriers

TA SERVICE IN THE MARKETPLACE

- No Similar Products on the Market Today
- Service Does Not Compete with Products such as AMS or Applied Systems
- Service Focuses on Premium Financial Solvency Management
- Current Systems Will Remain in Use to Manage Coverage, Insurance Forms, GL Accounting, etc.

SERVICE BENEFITS

- Significant Financial Gains
- Removes CSRs and Producers from Premium Management Process
- Supports Unlimited Business Expansion With Minimal Additional Expenses
- Improves Customer Service & Client Retention Ratio
- Improves Agency Cash Flow
- Reduces Working Capital Requirements
- Reduces E&O risk exposure
- Improves Relationship with Carriers

FINANCIAL GAINS

- Operating Cost Savings
 - CSRs Payroll Savings ... 30%
 - Accounting Payroll Savings ... 70%
 - Producers, Managers ... 10%
- Increases Premium Float & Interest Earnings
- Eliminates Operating Losses Due to Bad Debts and Earned Premium Liabilities
- Net Gains: Higher Profit Margins, 20% or More

PREMIUM FINANCIAL SOLVENCY OBJECTIVES

- Maintain TA Financial Solvency and Preserve Premium Float Integrity
- Full Compliance With Insurance Code Fiduciary Requirements
- Full Control Over Premium Receivables
- Full Control Over Agency Earned Commission
Full Control Over Co. Premium Remittance
- Secure Peace of Mind to Agency Owners & Managers