



## Co-Broker+

the wrap-up advantage

A Controlled Insurance Program (CIP or Wrap-Up) is a unique and comprehensive insurance program that is popular in the construction insurance marketplace to protect large and complex construction projects. Project Owners, Developers, and General Contractors are looking to their insurance Brokers to find innovative, cost-effective risk financing solutions, secure, reliable coverage, and limits for their projects, while reducing the overall insurance cost.

Most Brokers may understand that a Wrap-Up is the answer to their clients' needs. However, while they most likely can broker the policies, they may not have the expertise or experience to provide a full Wrap-Up solution. A Wrap-Up requires specialized underwriting relationships, experienced administration teams, and a Risk Management Information System (RMIS) technology platform to ease administrative burdens, manage the program, and provide transparency. Are you losing business to competitors that have this expertise? We can help you keep this business where it belongs with our Co-Broker+ model!

Turner Surety & Insurance Brokerage, Inc. (TSiB) has considerable experience and expertise in all phases of managing the Wrap-Up process. We manage one of the largest Rolling CCIP programs in the construction industry and have over 20 years of experience in placing and administering both OCIPs and CCIPs.

These reasons are why we've created our Co-Broker+ model. This model provides the support needed to win these accounts. We can provide the desired level of education, sales/marketing support, resume, and administration you need to assist you in placing a program. We work as a team to keep your business in-house and add a profitable new line of business to your firm. Highlights of our Co-Broker+ model include:

### **Education and Sales/Marketing Support**

We walk our Co-Broker partners through the mechanics of a Wrap-Up. That includes:

- Determining the best type of Wrap-Up
- Feasibility studies
- Marketing and placement of the Wrap-Up
- Contractual risk transfer
- Administration responsibilities
- Financial closeout of the program (statue of repose requirements), and more!

We are with you every step of the way. This will give you the tools needed to introduce and sell Wrap-Ups to your client, educate your staff, and retain business that may have been lost to a competitor.

### **Resume and Administration**

Under our Co-Broker+ model you have access to our resume, experienced sales team, and in-house administration service center, which includes our Wrapworks System: a technology solution tailor made for Wrap-Up Administration. This cloud-based RMIS program is a single technology platform for Wrap-Up Administration that can be utilized for full Wrap-Ups, GL Only, WC Only, Certificate and Payroll Tracking, and much more.

### **Support**

Our team works with you every step of the way to support whatever areas you need in the Wrap-Up process. Some examples:

- Feasibility Studies creation
- Client Presentations (as requested)
- Underwriting Support and Carrier introductions (as requested)
- Assistance with Creating Coverage Specs for Marketing Submissions
- TSIB's Wrap-Up Resume of Completed Projects to support the team
- Flexible fee structure tailored to your needs on each project

Our mission is to help our Co-Broker partners keep their clients' business in-house, add additional revenue to their firm, and work together to give best-in-class Wrap-Up performance. We are flexible with our fee structure. Give us a call to discuss how our Co-Broker+ model can help with your next Wrap-Up opportunity.