

1. Review/Audit of Current Policies

For Health and/or P&C all they have to do is send us a copy of last year's proposal. If it isn't clear, we need to know which option they went with.

Total time cost of RateCraft's Review/Audit: 10 minutes.

2. P&C Project:

Step 1: Send agent LOA via email. This allows us to pull most of the information needed for the project, including our baseline. **(10 minutes)**

Step 2: Baseline Report - We do a call or meeting on their current pricing (so we can agree on how savings is determined) and review the next steps. It can be as short or long as the client wants, depending on questions they have **(20-45 minutes)**

Step 3: The client has to update the Driver's list, Property Values, Projected Payroll, vehicle list. They do this every renewal. We distribute the information and handle all of the agents. They spend time on this, but it is no different than what they would spend every other year **(0 additional minutes)**

Step 4: Additional Questions and information. We will be looking at more carriers and options than they have in any other year. We will have an extra application and some underwriting questions above and beyond what they may normally have to fill out. This varies on the industry, size of client, claims, etc. **(60-120 minutes)**

Step 5: Options report. Our Options report takes about an hour. Their incumbent broker will want to present their own proposal as well, but this is normal. We typically invite the other brokers to present for 45 minutes during the Options meeting, but only if they have procured a competitive and worthwhile proposal. **(60-150 minutes)**

Step 6: Implementation of the new program, if they choose one, is not very different than setting up a new supplier.

Total time cost of RateCraft's P&C Project: 2.5 - 3.25 hours over the course of 90 days.

3. Health Project:

Step 1: Send agent LOA via email. This allows us to pull most of the information needed for the project, including our baseline. **(10 minutes)**

Step 2: Baseline Report - We do a call or meeting on their current pricing (so we can agree on how savings is determined) and review the next steps. It can be as short or long as the client wants, depending on questions they have **(20-45 minutes)**

Step 3: For health we can get 95% of our information from the agent. The only thing we may need is an updated Employee Census from the HR person. Most of the time they have this one hand. **(10 additional minutes)**

Step 4: Additional Questions and information. We will be looking at more carriers and options than they have in any other year. **(30-60 minutes)**

Step 5: Options report. Our Options report takes about an hour. Their incumbent broker will want to present their own proposal as well, but this is normal. We typically invite the other brokers to present for 45 minutes during the Options meeting, but only if they have procured a competitive and worthwhile proposal. **(60-150 minutes)**

Step 6: Depending on the chosen Option, they may have to set up a couple suppliers to implement a solution. This will take work on the HR staff's part. **(4-8 hours for HR)**

Total time cost of RateCraft's Health Project: 2.5 - 3.25 hours over the course of 90 days for the CEO/CFO/Exec. 4-8 hours for HR.