

*Alternative
Workers'
Compensation
Coverage*

HIGH RISK & HIGH X-MOD SOLUTION



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Value Proposition

Pride Risk Solutions, Inc. recommends the workers' compensation coverage alternative distributed by **SouthEast Personnel Leasing, Inc.** for insured's that have **high risk governing codes & high experience modifiers**. The best prospective risks for this program is those insured's that have **no option** other than the **State Compensation Insurance Fund**. The "key feature" of this program is its "low price." The "key benefit" of this program is the "significant hard dollars saved." Ideal insured's will save an amount equal to 2 to 10% (sometimes even greater) of their annual gross payroll. For example, if the insured's annual payroll is \$1,000,000, their **savings could be between \$20,000 and \$100,000 for the year**. Another notable feature of this program is that it has "low start up costs." The insured pays only a small \$1,000 policy fee plus nominal broker fee to initiate this "pay as you go" program. The policy fee and broker fee is substantially lower than the policy deposit of most traditional workers' compensation programs. Clients that are faced with large deposits will experience immediate "cash flow" benefits with lower out of pocket expenditures.

Broad eligible class codes:

- Heavy Construction (In NY Artisan Construction Only – Request Acceptable Codes)
- Manufacturing
- Food Processing / Bakeries
- Cold Storage
- Retail / Wholesale
- Trucking / Transportation / Furniture Movers
- Seasonal Operations (Advised Upfront)
- Janitorial / Property Mgmt. / Residential Cleaning
- Masonry / Landscaping
- Hospitality
- Electrical / Plumbing / Painting
- Staffing (Excluded in NY)
- Warehouse Operations
- Drivers
- HVAC / Sheet Metal

Experience modifiers considered:

- Ideal risks have X-Mod's over 1.0

Minimum Premium:

- Varies by State (See Premium Thresholds Map)
- \$50,000 CA / \$100,000 NY Trucking Exposures

Offering High Deductibles:

- \$50,000 to \$250,000 with affordable Collateral
- Successful Deductible program with Mod's under 1.0

Exclusions:

- Towing
- Hazardous Material Handling
- USL&H Exposure
- Greater than 25% Use of Part-Time Labor



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Inclusive Program Service Provider

Rely on **SouthEast Personnel Leasing, Inc.** to be an asset to your business rather than just a provider of payroll, workers' compensation and benefits. We are driven by your needs, and creating a customized solution that fits your business is our goal. We will assemble the most comprehensive and cost effective service package designed specifically for you, your company, and your employees. Along with the services provided below, and as part of the **Pride Risk Solutions** family, you are provided a highly motivated team of trained professionals committed to providing you with the highest quality of service.

Quick Facts:

- Founded in 1986 with Annual Revenue of \$2,300,000,000+
- 5,000 Client Members and 80,000 Work site Employees
- 375 Corporate Employees lead by CEO John Porreca

Workers' Compensation:

- Low rates thru State National Insurance Company & Lion Insurance
- Admitted "A" Excellent rated carriers by A.M. Best Company
- Insured's retain their X-Mod

Payroll Administration:

- Payroll Taxes
- Government Reporting
- Management Reporting
- Cost Analysis
- Record Keeping
- Salary History
- Payroll Processing
- Vacation, Holiday & Sick Pay
- Paperwork Reduction

Human Resources

Risk Management:

- WC Claims Management
- Safety Surveys
- Drug Testing
- Record Keeping
- Unemployment Insurance Controls
- Employer Protection Policies & Services
- Post Accident & Reasonable Suspicion



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Submissions

To remit submissions, please send using your dedicated “Submission Email Address” supplied to you by your **SouthEast Personnel Leasing** Business Development Manager (BDM). Broker must be an appointed Master Broker Agent (MBA) with the program, if not appointed the broker may work directly with **Pride Risk Solutions** regarding qualifications to become a part of our program.

The following is required for a complete submission:

- Acord 130
- 5 Years Loss Runs (fully valued)
- Screen Shot or Copy of X-Mod from WCIRB or Compline (CA) / NYCIRB (NY)
- Industry Specific Supplemental for Construction (CA), Roofing (CA), Trucking, Landscaping etc.
- Target Premium

Rate Quotes:

- Non-Binding Rate Indications: 1 - 2 business days
- Approvals: 3 - 7 business days

Required to Bind Coverage:

- Signed Acord 130, Request to Bind including Signed Proposal, Signed Supplemental, \$1,000 Policy Fee, No Loss Letter (if Applicable)

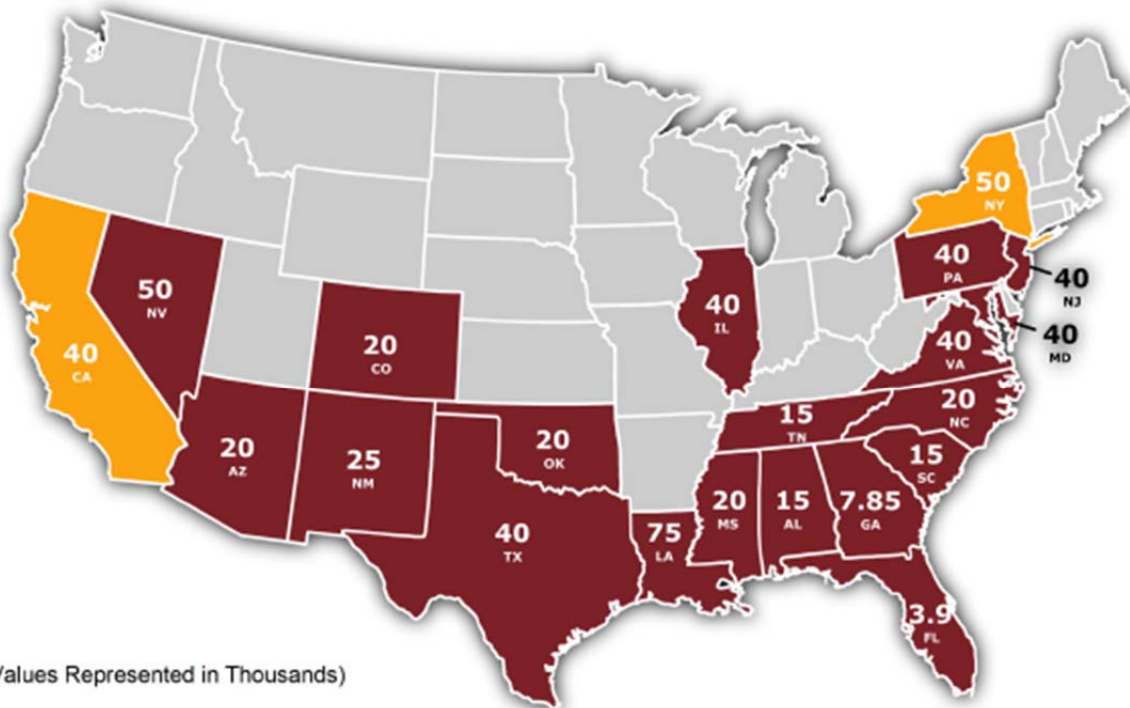
Complete Sales Support

Pride Risk Solutions is with you every step of the way. We support brokers by helping them present the proposal and services offering to their clients. There is no need to become an “overnight” expert. With your permission we take that burden off your shoulders.

PREMIUM THRESHOLDS



MINIMUM PREMIUM FOR STATES LICENSED TO WRITE A PEO SOLUTION



(Values Represented in Thousands)

- Lion Insurance Company – Rated A- (Excellent) by A.M. Best Company
- State National Insurance Company, Inc. - Rated A (Excellent) by A.M. Best Company

Our relationship with our clients has always been a priority and with over 30 years of payroll and workers' compensation experience, we have the foundation you can trust and build a partnership that will improve efficiencies in your business.

www.spli.com

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