

Let's just stick with

CO-BROKERING

TSiB[®]

How do you add a revenue
stream to your firm?
Partner with TSIB.



Partner with an Expert

Our Co-Broker+ model adds a profitable line of business to any brokerage that doesn't have an established Wrap program. If your client has a new construction project and wants to implement a Wrap-Up, are you able to place and manage the program? Don't risk losing your client. Partner with TSIB to keep that business with your brokerage.

PARTNER WITH AN EXPERT

Choosing the right team is important. Look no further—as TSIB is the perfect Wrap Administrator for you and your client.

Our Wrap Administration team has managed more than \$160B in construction volume, over 40,000 contractors, and more than 2,700 construction projects. Our dedicated service team manages all the administrative needs from daily contractor interactions, program management, documentation development, and more. Our team's responsibilities include creating the Wrap-Up manual, setting up the project, and managing the:

- Contractor enrollment
- Payroll tracking and submission
- COI tracking
- Additional insured endorsement review
- Contract closeout

Most importantly, our team handles the verification of all the enrolled contractors' insurance costs, also known as credit verifications.

TSIB is an expert in credit verifications. Properly verifying and tracking credit verifications is critical to any project's success. The verifications are deducted from the contractor's contract and used to pay the Wrap premium. These deductions are the amounts contractors would have paid for their corporate insurance. Since the credit verifications significantly contribute to the direct success of any Wrap-Up, working with a premier Wrap Administrator, like TSIB is critical.

The TSIB Wrap Administration team uses a proprietary state-of-the-art Risk Management Information System (RMIS), Wrapworks®, to keep everything organized. Our system stores all the required documentation in one place, making it easier to run reports, such as the Credit Verification report for your client.



over **\$160B**
construction volume

Billions

Co-Broker+

the wrap-up advantage

PARTNERSHIP, NOT COMPETITION

TSIB has a proven track record of working with other brokers in pursuit of new business. When a broker has a client that wants to implement a Wrap program for one or more of their projects but lacks the expertise or Wrap Administration staff to manage a program, they reach out to us.

With our Co-Broker+ program, we work with brokers of all sizes. Some brokers we have partnered with include:

- Alliant
- Brown & Brown
- CBIZ Borden Pearlman
- Cross Insurance
- Farmers Woods Group
- Gallagher
- John M. Glover Insurance Agency
- Merriwether & Williams
- William H. Connolly & Co.
- WTW

Our extensive experience of placing and administering Wrap-Ups with our Co-Broker+ program, has created various opportunities with our broker partners. Our partner remains the broker of record on the placement; while TSIB acts as consultant and utilizes its Wrap Administration team to manage the placement once the program has been bound. The broker partner retains the placement fees it would have otherwise lost to a competitor and TSIB is paid for our Wrap Administration services.



THE RIGHT SUPPORT

TSIB has been involved in all different phases of construction projects, from pre-construction to the project closeout, as well as the completed operations phase. Our resume highlights not only our specialty in Wrap Administration, but our overall strengths in program design, cost control, and claims management.

The client's needs will determine the type of support you want us to provide. Within the program design element, we assist with client presentations, underwriting support, and carrier introductions. We can also perform a feasibility study to determine which Wrap program is the best option. Our recommendations to the client are based on several key variables, including:



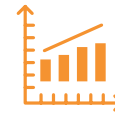
Deductible

Agreement



Collateral

Obligation



Maximum

Aggregate



Policy

Exclusions



Completed

Operations Coverage



Our strength in cost control, allows us to aid in buying the insurance. Our Wrapworks system maintains decades of data and helps us predict the number and value of claims expected on any project. As a rule of thumb, projects in the \$100M – \$150M range are considered large enough to make a Wrap economically viable. With a larger project, there is a greater opportunity for the client to realize a cost savings, and for your brokerage to earn higher revenue.

Our claims management service provides oversight to all the Wrap project claims exposures and mitigates the stress from claims and litigation management.

Our team's responsibilities include:

- **Developing effective Return-to-Work programs**
- **Day-to-day claims management**
- **Overall risk mitigations strategies**
- **Carrier claims reviews**
- **Claims resolution strategies**
- **Creating protocols to maximize loss fund savings**

TSIB's personnel, market reputation, and buying power enable us to provide the support you need in any capacity and deliver a successful program to the client.

Wraps are economically viable
for projects
ranging from **\$100-150M**

PARTNER WITH TSIB

It is clear that TSIB is the right partner for you. Our longest Co-Broker partnership was established more than 10 years ago. This mutually beneficial affiliation demonstrates the combination of two experienced brokers is a better value for any client.

Our history speaks for itself. Working with TSIB provides you with a seamless and supportive approach, where you choose how extensive you want our services to be—from Wrap Administration, to program placement, or claims management.

We alleviate the stress of your client shopping their Wrap program. With our Co-Broker+ model, we provide the support your brokerage needs to retain your client's Wrap business. It only makes sense for you to team up with us.

Just stick with TSIB, the best partner for you.



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