

Success Story 1

47%

A Utility Contractor Pays 47% Less

The Client:

A utility rehabilitation contractor operating in the Atlanta-metro area

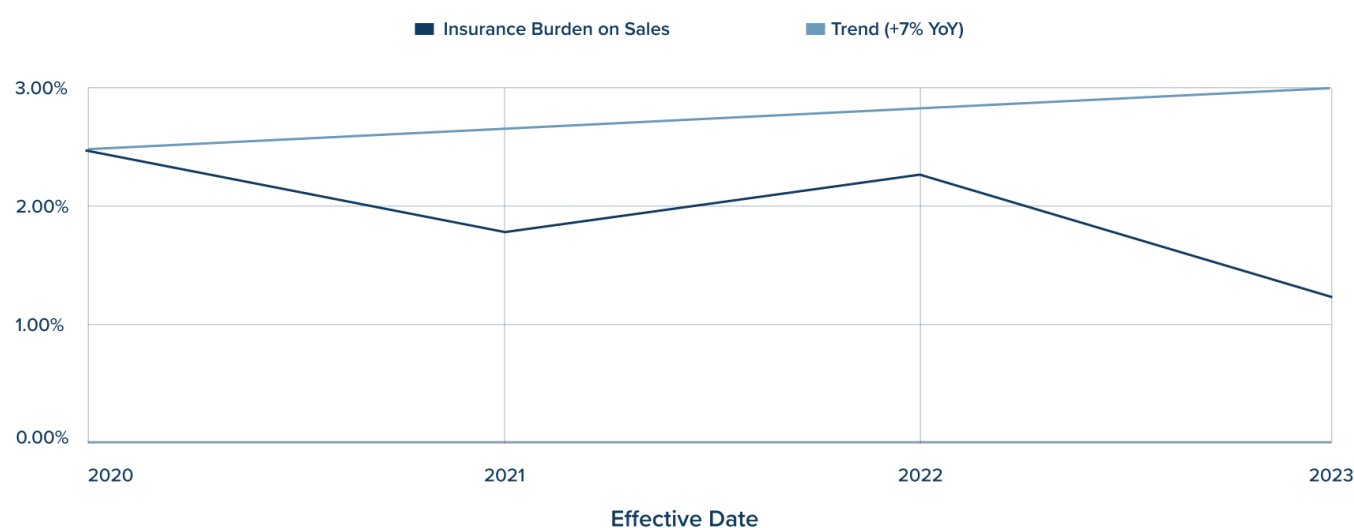
The Issue:

The client had a great loss experience and was facing a large increase on auto.

The Results:

We moved them into a non-traditional risk funding program, which saved them money and brought stability to rates. 4 years after entering the program, they are paying 47% less than when they started.

Insurance Burden on Sales vs Trend



Success Story 2

38%

Saved after Facing a Last-Minute Renewal Increase

The Client:




A site contractor in the Atlanta-metro area who had been with the same agency since they opened.

The Issue:

The trigger event was when the renewal of the auto policy came down to a phone call at 8:00 pm - 4 hours before it expired. They were with an agency with a last-minute, fire-frill process for handling renewals.

The Results:

We were able to move the contractor's spend from \$178k+ to \$112k with better coverage terms and carriers. This is how we achieved these results:

-  Snellings Walters is one of the largest privately held agencies in the Southeast, thus we have access to more markets with more volume than most.
-  Policies were consolidated to a common date in order to provide more premium to the insurance carrier and ease administration.
-  Our unique engagement process begins with ample lead-time, and we understand this type of business. Both provide advantages in securing the better terms and conditions.