

private sector

INTERNATIONAL DEFENSE CONTRACTOR

For more information contact your Conner Strong & Buckelew representative at 1-877-861-3220.

THE ISSUE

Our client, who employs approximately 250 employees, had a material change in their policy: an influx of an improved demographic population. However, their insurer wanted to utilize the opportunity to underwrite the account due to poor overall experience. The insurer proposed a massive mid-year increase that would have been debilitating to the company's benefit plan budget and bottom line.

OUR RESPONSE

Conner Strong & Buckelew – who was not yet representing the client – was asked to independently evaluate the contract materials to determine if the insurer's claim to the increased rates was valid. It was discovered that the insurer was using an underwriting exhibit that they claimed was a part of the agreement through extension. The master agreement language named several documents that became a part of the agreement, however, the underwriting exhibit was not one of them.

THE RESULT

Conner Strong & Buckelew led negotiations with the insurer and ultimately convinced them that their agreement was flawed and therefore, invalid. The flaw was so significant that the carrier decided to take action and file for modifications with the state insurance department. Through this detailed examination, Conner Strong & Buckelew was able to protect the client's interests and avoid an unwarranted increase. Conner Strong & Buckelew was ultimately hired by the group after this favorable outcome.

