

CONNER
STRONG &
BUCKLEW

INSURANCE FOR THE HEALTHCARE INDUSTRY



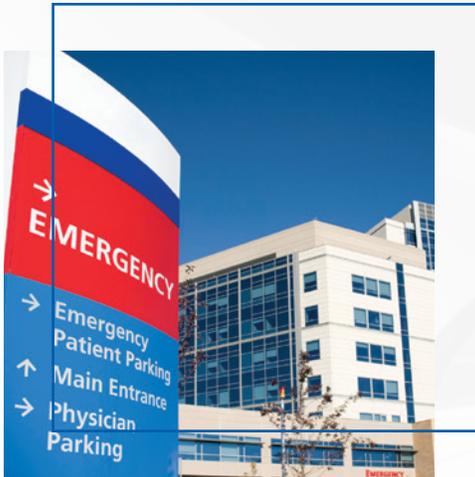
CONNER
STRONG &
BUCKLEW

YOUR WORLD, OUR KNOWLEDGE

In your world, the patient comes first. Every minute of every day, you are focused on them.

In our world, you come first. For more than half a century, we've offered the rare combination of a thorough understanding of your world and an intimate knowledge of our industry. It's this unique perspective that has allowed us to deliver proactive and preventative insurance and risk management practices to the region's leading health systems, long-term care facilities, physician groups and an array of healthcare businesses.

We understand the pressures you face and the enormity of your work. At the end of the day, our goal is to alleviate some of these pressures by developing tailored insurance and risk management programs that deliver a positive financial impact to your bottom line.



22
OUR SENIOR HEALTHCARE TEAM
MEMBERS HAVE AN AVERAGE
OF 22 YEARS EXPERIENCE
WORKING DIRECTLY WITH
HEALTHCARE INSTITUTIONS.

OUR APPROACH: INSURANCE VITAL SIGNS

Gathering the right information is critical to delivering the right care and the right risk management program. That's why we've developed a unique way to capture the pulse of your organization and provide you with a complete assessment of your risk exposures.

Conner Strong & Buckelew takes a consultative approach to risk. By immersing ourselves in your business through discussion, observations, and in-depth research, we learn about your organization and ultimately gain a comprehensive understanding of your exposures to risk. While this insight forms the foundation of a proposed strategy for managing your total cost of risk, it's just the beginning. Moving forward, our Healthcare Team monitors and measures key areas of risk management – from risk exposures and claims history to risk control, employee and patient safety, and clinical risk management programs – to ensure your continued success.

We have applied our proven process to leading organizations within the healthcare industry and the results speak for themselves. Our clients consistently see positive results, such as reduced claim volume, decreased experience modifications, an enhanced safety culture, and controlled costs, which ultimately lowers their cost of risk.



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IN-HOUSE CLAIMS AND
SAFETY PROFESSIONALS
MAKE UP OVER 20%
OF OUR COMPANY.



OUR PEOPLE: A PRESCRIPTION FOR SUCCESS

It takes more than knowledge to be a caregiver. It takes passion and expertise. As your insurance and risk management partner, we bring a similar passion and expertise to every interaction. In fact, it's because of these shared traits that many clients view us as an extension of their risk management department.

For each client, Conner Strong & Buckelew carefully selects an Account Team comprised of seasoned professionals in account management, safety oversight and claim consultation. With an Account Executive at the helm, the team focuses on every facet of risk management, including risk transfer and financing, risk prevention, patient safety, clinical risk management and claims consultation services. Our experienced insurance professionals give us an edge in understanding your business, demonstrating tangible value and earning us a place as your trusted advisor.

Healthcare is undeniably one of the most rapidly evolving and growing industries, and we are proud to be part of that transformation. Our experts have helped countless healthcare organizations achieve strong results, including:

- > Lower claims incident figures
- > More controllable costs
- > Faster claims processing
- > Improved risk management programs
- > Safer work environments

For More Information

Healthcare Practice Leader
1-877-861-3220



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OUR SERVICES: CREATING A HEALTHY BUSINESS

Our team of healthcare experts creates tailored insurance programs for organizations within the healthcare industry. We consistently negotiate meaningful coverage modifications and work with you to identify the appropriate risk financing structure – traditional or alternative – that best addresses your unique risks. Whether you choose to self insure or fully transfer risk to an insurer, Conner Strong & Buckelew has the expertise to structure a program to meet your risk tolerance.

Claims and Safety Focus

Our in-house staff of claims and risk control professionals is unmatched in the industry. Collaborating with J.A. Montgomery Risk Control, an independent affiliate of Conner Strong & Buckelew, and other strategic partners, our teams work in tandem to improve safety and, in turn, increase savings. By continuously scrutinizing claims data, we develop safety programs that result in safer work environments, improved patient safety, and decreased losses. Ultimately, making such a strong commitment in this area helps us meet our objective of reducing your total cost of risk.

We partner with a variety of organizations, representing a broad spectrum of the healthcare industry, including:

- > Accountable Care Organizations
- > Adult Day Care Centers
- > Allied Health Professionals
- > Assisted Living Facilities
- > Clinics
- > Continuing Care Retirement Communities (CCRC)
- > Correctional Medicine
- > Home Healthcare Providers
- > Hospitals and Health Systems
- > Imaging Centers
- > Laboratories
- > Managed Care Organizations
- > Nursing Homes and Nurse Associations
- > Physician Groups
- > Social Service Organizations
- > Surgery Centers

