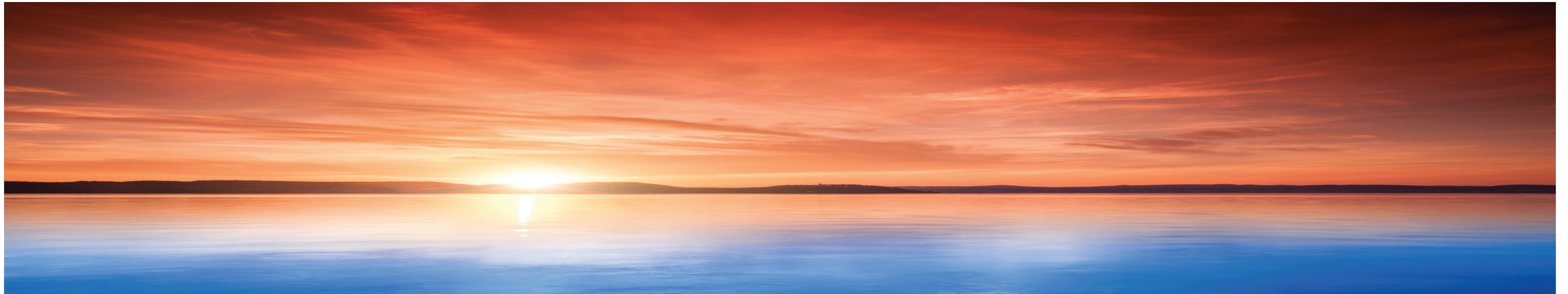




TurnKey Captive Insurance Products

Savings | Ownership | Stability





Turning Risk into Profit

Improve your insurance coverage with more stability, savings, and control

As an insurance buyer, you're looking for the best coverage and price. But it isn't always easy. In a traditional insurance scenario, the insurance carrier earns a portion of your premiums as profit, plus investment income on your loss reserves. You're not only exposed to the cyclical volatility of the insurance market, you're also deprived of the profits enjoyed by the insurance carrier.

A captive insurance product can help organizations like yours be more cost efficient and self sufficient when it comes to insurance. You control the captive, so coverage is customizable and pricing is more stable.

Savings can accrue in many ways, including proactive risk and claims management, investment of premiums, and return of underwriting profit. However, the complexity involved in structuring a captive is often a deterrent.

Sunstone Assurance takes the complexity out of the captive equation with turnkey captive products for a range of insurance needs. Now it's easier than ever for you to implement a more profitable, less volatile insurance solution.

Top 5 Reasons to Choose a Sunstone Captive Product

1. Allows businesses to assume a larger deductible without adding volatility to the balance sheet
2. Removes letter of credit responsibility from the financials of the business
3. Provides cash flow flexibility in designing annual premiums
4. Enables funding for uninsured/under-insured exposures
5. Provides long-term stability for budget and insurance obligations

Challenge: *"I want a better way to finance my large deductible policy."*

Solution: The Sunstone Reimbursement Policy

The Sunstone Reimbursement Policy enhances your existing large deductible policy. While a large deductible policy can lower premiums, it only defers the payment of your ultimate claim obligations to future budget cycles. The Sunstone Reimbursement Policy brings a highly efficient funding component to your insurance program by using premiums to satisfy payment on current and future claims, while separately providing for letters of credit requirements.

- Provides a stable funding solution for uneven claim payments, large losses, or developing obligations
- Complements an existing large deductible policy without replacing that policy
- Satisfies security requirements – you no longer need to tie up your working capital with LOCs
- Returns underwriting profits to your company or beneficiary of choice

Challenge: *"I've outgrown my traditional guaranteed cost plan and I'm ready for a loss-sensitive alternative."*

Solution: The Sunstone Parallel Program

This product is best for businesses that are paying more than one million dollars for guaranteed cost coverage or are unhappy with their current loss-sensitive program. Under the Sunstone Parallel Program, Keystone works with your insurance broker to integrate

an exclusive, large deductible arrangement with the Sunstone Reimbursement Policy. The result is a seamless insurance structure – Sunstone receives the premiums, pays the claim obligations, and satisfies all the collateral requirements.

- Provides A-rated exclusive front policies secured by Keystone
- Uses insured's own loss experience to calculate premiums
- Creates long-term stability for insurance obligations through greater control over claims
- Offers access to underwriting profits and investment income usually retained by insurance carriers

Challenge: *"I have exposures that cannot be solved with traditional insurance options."*

Solution: The Sunstone Direct Policy

If traditional policy exclusions or uninsured exposures keep you up at night, the Sunstone Direct Policy offers self-funded coverage, claims reimbursement, and peace of mind. Profits under this policy can be returned to you at the end of a year or rolled over to the next policy year. In this way, you can build assets and plan for losses that would otherwise present an untenable financial burden.

- Provides stable annual premiums for uninsured or under-insured exposures, which dampen volatility
- Allows for client control of manuscript policy forms to provide appropriate coverage
- Provides ready access to capital for unforeseen losses through rapidly accumulating assets
- Allows for the accrual of underwriting profits and investment income to the beneficiary of choice

Comparing Your Options

Traditional Insurance Products	Sunstone Assurance Products
Allow for transfer of risk, often at a high cost	Assume predictable, low volatility risk
Base premiums on class rating	Base premiums on individual performance
Subject you to the high volatility of the marketplace	Create stability conducive to long-term budgeting
Build profit margins into the premiums	Return profit margins to owner through lower-cost premiums
Allow carrier to keep the investment income on loss reserves	Allow insureds to keep the investment income on loss reserves

About Sunstone Assurance, LLC

Sunstone Assurance, LLC is a special-purpose captive insurance company created by Keystone Risk Partners (Keystone). Sunstone provides a facility to individual business owners – assuming insurance risks, providing greater control over the financial decisions involving claims, and ultimately reducing the long-term costs of traditional coverage. Sunstone Assurance products are exclusively available through Keystone via its insurance agents and broker partners. The Keystone team responsible for Sunstone has extensive experience in the development, structuring, and implementation of captive programs.

About Keystone Risk Partners

As a recognized leader in design and implementation of captive products for individual corporations, groups, associations, and agencies, Keystone Risk Partners knows structuring a captive can be complex. A properly structured captive not only satisfies the risk management needs of the customer, but also balances the multiple jurisdictional tax and business codes that govern captive structures, while complying with the statutory and regulatory requirements of the insurance carrier partner. With its vast network of vendor relationships, strong carrier partnerships, and extensive captive experience – Keystone can make the entire process seamless, from placing the fronting policy to implementing the captive product.

