



Employee Benefits Practice – Specialty Benefits

Recent world events have focused attention on risks such as accidents, war-related exposures and other travel risks. Employers, event sponsors and others facing these exposures have developed a new appreciation for the value of protection. Whereas we saw a retraction in the accident marketplace after 9/11, we have lately seen the marketplace begin to broaden the scope of this coverage. There is more competition; there are more players and enhanced benefits. The Willis National Specialty Benefits Practice can help you take maximum advantage of the current buyer's market.

An ongoing challenge is the convoluted way these risks have traditionally been handled. Business Travel Accident (BTA) insurance is usually lumped in with Property & Casualty policies, and responsibility thus falls to the organization's risk manager. Coverage is often handled by managing general agents (MGAs), and the involvement of these intermediaries can frequently mean cookie-cutter solutions and higher fees. Accidental Death & Dismemberment (AD&D), on the other hand, typically falls under an organization's human resources department. Where coverages such as Youth Group and Sports Accident Plans are handled can be anyone's guess. The overall result? Gaps, overlaps – an inefficient process at best.

Ever in tune with changing marketplace dynamics, Willis was the first and remains the only broker to form a National Specialty Benefits Practice, leading the market in providing coherent, forward-looking solutions. We have found a receptive audience, not just among buyers of insurance, but among BTA and AD&D carriers who appreciate the chance to work with a partner that recognizes a new need and moves quickly to address it. As a result, we have well established relationships with the market, which works to the benefit of our clients and often translates into improved coverage at lower costs.

You Might Need Our Specialty Benefits Service If You:

- Have employees traveling on business on behalf of your organization
- Own, operate or lease aircraft
- Are concerned with war or terrorism risks
- Are interested in reducing BTA or AD&D costs

- Sponsor special events, sporting events, school trips or youth group activities
- Offer travel benefits as part of your service or compensation package

Key Types of Coverages and Services

- Corporate Business Travel Accident Insurance Plans
- Global Travel/Personal Accident Insurance Plans
- Stand-Alone Voluntary (Contributory) AD&D Insurance Plans
- Stand-Alone Basic (Non-Contributory) AD&D Insurance Plans
- War Risk (AD&D) Insurance
- Special Events (AD&D) Coverage
- Youth Group Plans
- Sports Accident Plans
- Travel Assistance Plans
- Credit Card Insurance
- Industrial Aid Plans for Corporate Aircraft (Crew/Seat Accident Plans)
- CRAF Mission Insurance
- Common Carrier Insurance

What Willis Can Do for You

Specialty Benefits works on an array of coverages that can be managed by the risk manager, the human resources manager or jointly, depending upon the product. Our service approach includes:

- Initial risk analysis
- Review of current plan
- Suggested improvements/modifications
- Comprehensive marketing
- Plan implementation assistance

Willis has consolidated all of our special risk products under the Specialty Benefits Practice, which allows us to market all of your coverages in a single package to carriers and increases our ability to work aggressively on your behalf to obtain competitive pricing, terms and conditions. Through our policy review service, we evaluate our client's programs, a process that typically produces savings and coverage improvements. Our practice includes individuals with experience in all aspects of Specialty Benefits from brokerage to underwriting to reinsurance. We strive to bring you competitive results.