

**BUSINESS INSURANCE<sup>®</sup>**

**WORLD**

**CAPTIVE FORUM**

Producer Owned Captives & Single  
Distribution Captives

*#WorldCaptiveForum*

---

**JANUARY 30 – FEBRUARY 1, 2019**

# Our Panel

## Anne Marie Towle

- Anne Marie is EVP, Captive Practice Leader at **JLT Insurance Management**

## Steve Gibson

- Steve is President of **Dealer Risk Services and Dealer Management Group, Inc.**

## David Raymond

- David is Vice President of Specialty Group Captives at **Travelers**

## Craig Brophy

- Craig is Principal & Consulting Actuary at **Milliman, Inc.**

# Agenda

- Introductions
- Producer Owned Captives
- Single Distribution Source Captives
- Comparison
- Questions

# Producer Owned Captives



**Direct and focused**

# Producer Owned Captives



# Single Distribution Source Captives

## Alignment of Interest



# Single Distribution Source Captives

## Underwriting Standards



# Comparison



## Similarities & Differences



# Our Panel

## Anne Marie Towle

- Anne Marie is EVP, Captive Practice Leader at **JLT Insurance Management**

## Steve Gibson

- Steve is President of **Dealer Risk Services and Dealer Management Group, Inc.**

## David Raymond

- David is Vice President of Specialty Group Captives at **Travelers**

## Craig Brophy

- Craig is Principal & Consulting Actuary at **Milliman, Inc.**