

Paypro's Workers Compensation Insurance Solutions



***Revolutionize Your Traditional Workers'
Compensation Program***

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What We Will Discuss Today

- ✓ **The Current Workers Comp Marketplace**
- ✓ **What Your Broker Should Be Doing For You**
- ✓ **The Pay As You Go Program**
- ✓ **How Paypro Can Help**



Marketplace

*Within the last 2 Years Workers' Compensation
Market has changed*

In the Past

NYS Workers Compensation Rating Board:

- ✓ Set the rates the carriers were to charge for each class code
- ✓ Carriers deviated 10-15% from these rates
- ✓ Most rates were similar among carriers



Marketplace

Currently:

**NYS Workers Compensation Rating Board
changed the system to a
“Loss Cost Multiplier”**



Marketplace

Loss Cost Multiplier

*Percentage of deviation off of the
State's mandated loss cost*

*For 2010 loss cost multipliers range
from .98 to 1.56*



Marketplace

What Does That Mean To You?

*There is a 60% swing in Rates
between the most competitive carriers
to the least*

Creating a Competitive Market!



What Your Broker Should be Doing For You



What Your Broker Should be Doing For You

- ✓ Take Advantage of the Carriers Best Rates Filed (loss cost multipliers)
- ✓ Dividend Programs



What Your Broker Should be Doing For You

Apply the right programs to your account, such as:

- ✓ Managed Care Credits
- ✓ Drug Free Discounts

Having the right programs for your company can result in 10-15% savings on your premium!



Pay As You Go Program



The Power of Pay As You Go

- ✓ **Premiums are Based on Actual Payrolls vs. Estimates**
- ✓ **Maximize Cash Flow**
- ✓ **Eliminate or Reduce Year-End Audits**



Premiums are Based on Actual Payrolls vs. Estimates

- ✓ Premiums are calculated with each payroll for Workers' Compensation Insurance
- ✓ Therefore premiums are based on actual payroll data and eliminates the “Best Guess” approach



Maximizes Cash Flow

- ✓ Reduce or possibly eliminate large up front down payments and finance charges
- ✓ Eliminates end-of-year balloon payments



Paypro's Pay As You Go Workers' Compensation Insurance Solutions

**We have developed a data
interface with the leading workers'
compensation carriers to create a
seamless integration at no
additional costs to you!**



Eliminates Intrusive Audits

Data integration = the elimination of an intrusive year end audit.



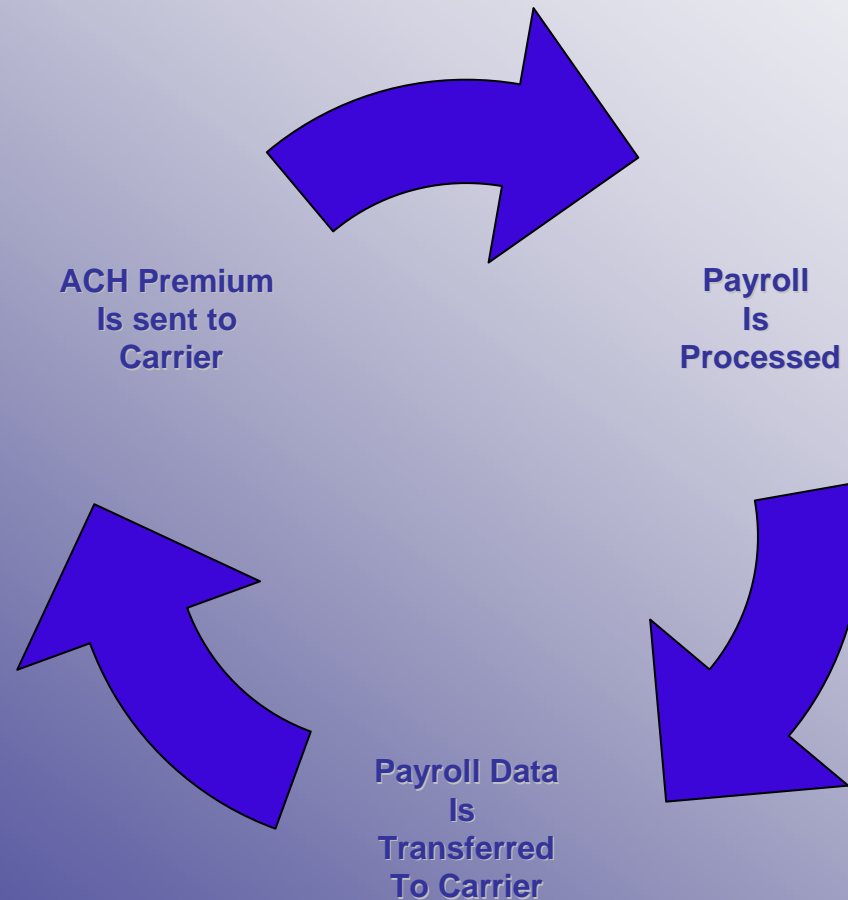
Insurance Carriers in the Paypro "Pay As You Go" Program

- ✓ The Hartford Insurance Company
- ✓ Utica National Insurance Group
- ✓ First Cardinal, LLC
- ✓ Guard Insurance Group

Each of these carriers have been uniquely selected to give you a highly effective performance/cost solution



Paypro's Pay As You Go Workers Compensation Insurance Solutions



How Paypro Can Help



Why Paypro?

Our Mission To You

- ✓ Provide an in-depth, comprehensive approach to managing your Workers' Compensation Insurance
- ✓ Provide competitive rates and cost savings
- ✓ Reduce administrative burdens



An Assignment of Broker of Record to Paypro Provides:

- ✓ **Dedicated service representative**
- ✓ **Comprehensive insurance review**
- ✓ **Cost controls programs to control claims**
- ✓ **Quick and efficient claims handling**



Why Paypro?

We can help you address the challenges of Workers Compensation Insurance in Two Ways:

- 1. Hard Dollar Costs – Premiums, Dividend plans etc....**
- 2. Soft Dollar Administration – Pay As You Go Program**



Paypro's Pay As You Go Workers Compensation Insurance Solutions

What you need to do:

Select one of our carriers and assign the broker of record to Paypro

What we do: THE REST! – we will....

- ✓ Setup your workers' comp codes in the system
- ✓ Setup your workers' comp codes on your employees
- ✓ Configure your premium calculation
- ✓ Configure your data integration to the carrier of choice
- ✓ Process your payroll!



- ✓ **Let's Build on Our Successful Relationship**
- ✓ **Let's Reduce Your Workers' Compensation Insurance Costs**
- ✓ **Let's Ease Administrative Burdens**

Thank You for Attending

For more information contact our sales department at 631-777-1100, ext 360 or meet with someone today

