



**Better Coverage.  
Lower Cost.**

**HIGHER EDUCATION**

**This changes everything.**

For colleges and universities, the insurance game has changed. BeneRe, through the EDURē group captive for higher education, is revolutionizing supplemental benefit programs with better benefits and total transparency, including:

- Accident
- Critical Illness
- Hospital Indemnity

**Membership Advantages\***

We didn't just set the bar for fairness, transparency, and value for voluntary benefits, we created it. Since our inception, we continue to lead the industry in driving value back to our participating members.

Higher Education clients experience lower loss ratios than the overall market, creating the opportunity to establish a preferred pool.

\*Past performance is not indicative of future results

**Why Join?**

- The EDURē program represents a win/win for employees with lower cost and better coverage.
- It also delivers a win/win for the employer on financial transparency and potential dividends.
- As members, colleges and universities use captive distributions to reinvest in their employee benefits programs.



**10%**

average employee cost decrease

**100%**

employees receive better plan designs + lower costs\*

**15%**

increase in paid claims

**\$20K**

average annual member distribution per 1,000 employees



**ACTUAL CASE:**

**University Member Experience**

**5,700**

eligible employees

**80+**

benefit enhancements

**14%**

employee cost savings

**25%**

projected dividend

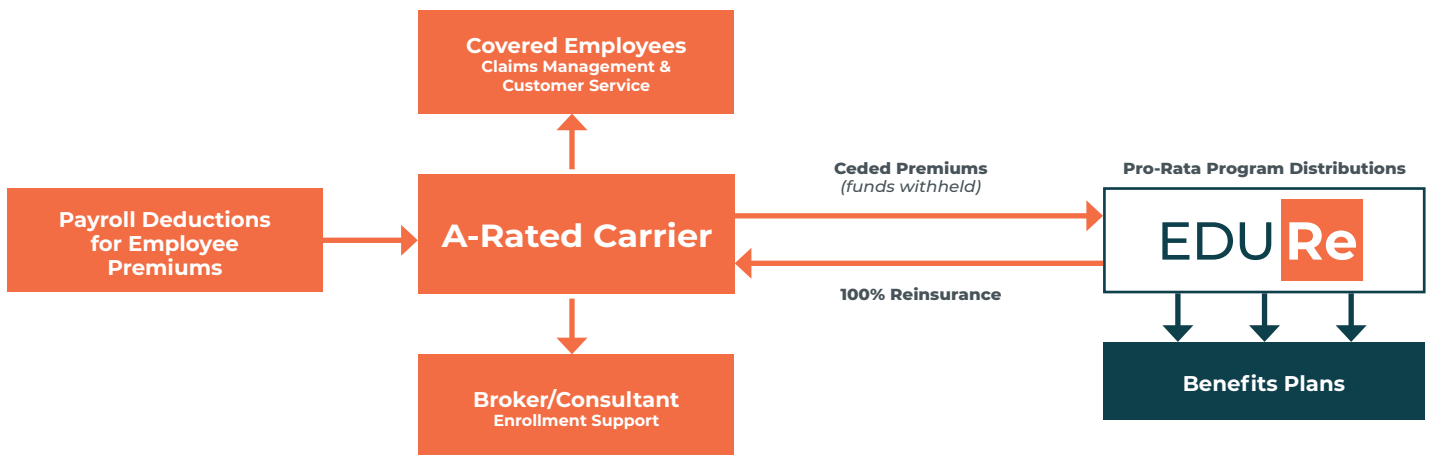


joe.sadik@benere.us | (484) 354-5009



## HOW DOES BENERĒ HIGHER EDUCATION WORK?

All employee premiums are paid directly to the insurance carrier, which holds the funds to pay all claims throughout the policy year. BeneRe, through the EDURē group captive, reinsures 100% of the program but the issuance of policies, handling of customer service and adjudication of claims are all handled by one of the most respected insurance companies in America. Underwriting gains have ranged between 20% and 30%. Because claims experience will vary from year to year, no distributions are guaranteed. However, employers will never face a capital call in the event there is a premium shortfall.



## Important Considerations:

**What is the *employee* value proposition?** Unless employees would receive the same or better coverage at the same or better price, BeneRe will not allow participation in the captive. Analysis is performed on every current voluntary benefits cost and plan design to calculate the actuarial and benefit value of the program. BeneRe will only allow an employer to join the EDURē group captive if the insurance program is improved for the employees.

**What is the *employer* value proposition?** Many employers have been uncomfortable with the aforementioned low loss ratios and high commissions associated with voluntary benefits programs. EDURē has solved that by transparently disclosing all commissions, expenses, claims and then distributing 100% of all underwriting gains back to employers on a pro-rata basis. There are no contingent bonuses or other misalignments of interest prevalent in the market today.

**What's the difference between a Single Parent Captive vs. a Group Captive?** Many large universities own a Single Parent captive and may wish to write these coverages through their controlled insurance company because of the consistently low loss ratios. However, this would represent a prohibited transaction unless the DOL were to grant a specific waiver to that employer. Conversely, the group captive does not require the DOL waiver:

- BeneRe has removed the employer/employee conflict of interest.
- Distributions are earned via third party risk, i.e. the aggregated risk of all employers in the EDURē group captive.
- BeneRe takes 100% of the downside risk; not the employer.
- All distributions must be reinvested in Employee Benefits.