



## CASUALTY PRACTICE

### Our Specialty? Reducing Your Risk

Our casualty practice specializes in a broad range of insurance products, including **workers' compensation, general and product liability, automobile and excess liability, product recall, captives and alternative risk solutions**. We work with middle-market to Fortune 100 companies to help identify trends and potential liabilities, and offer solutions to mitigate risks, prevent loss and reduce the overall cost of risk.

Whether it's protecting basic business operations through workers' compensation or crafting policy wording for complex liability exposures, our team of specialists knows the issues that arise when negotiating contracts with carriers. Our long-standing presence in the market gives us the access and expertise to insure your business from costly casualty exposures.

### Industry Insight

Vulnerabilities for any organization are fluid. The insurance marketplace is constantly adjusting to the shifting landscape of claims, litigation, legislation, workplace trends and current events. The impact of the COVID-19 pandemic alone is raising countless unknowns in how carriers will pay out claims and how much capacity they'll have to write coverage in the future.

Our specialty industry focus allows us to better quantify and mitigate risks that affect casualty programs. Among today's biggest challenges are:

- **Rising liability premiums and lower capacity in the hardening market**
- **Increased frequency and severity of auto claims**
- **Historically large settlements due to social inflation**
- **Repercussions of COVID-19 on workers' compensation**
- **Communicable disease exclusions in policies going forward**
- **Addressing the dynamics of construction, particularly residential and New York issues**
- **Managing the complexities of products liability arising out of new technologies or foreign suppliers**

## Solutions and Capabilities

---

Each insurance program in the casualty practice is tailored to meet the needs and nuances of the particular industry it's designed for. We offer solutions for clients in nearly every industry: manufacturing, life sciences, real estate, construction, transportation, higher education, health care, and many others. Our offerings range from primary and excess casualty programs to captives and alternative risk financing. We provide:

- Detailed analytics to determine the most appropriate program structure based on exposures, claim experience and company financials
- Alignment with the claims and loss control teams to identify and reduce the potential for future claims
- Specific solutions by industry
- Detailed benchmarking of program information
- In-house third-party claim administrators with an industry-leading risk and information

## Why Choose Risk Strategies?

---

When you're facing the most pressing business challenges, maximizing your success starts with the right partner. At Risk Strategies, you get a dedicated risk management consultant and partner with in-depth industry knowledge and 25 specialty practices. With Risk Strategies, you don't just get a broker, you get an entire team of claims and loss control specialists and risk management advisors working on your behalf to protect your business. We were formed as a specialty insurance consulting company focusing on large risks. Our roots are in understanding clients' businesses and adding meaningful value by finding creative solutions from large guaranteed cost policies to global programs. Every one of our clients benefits from:

- A team of claims and loss control specialists
- Expert analysis of risks, coverages and exposures
- Scrutiny on available limits, retentions, policy language and pricing
- Alignment of risk management objectives such as reducing costs, managing volatility, broadening coverage, streamlining administration, developing cost allocation strategies, managing collateral and providing budgeting information
- Long-term carrier relationships and market presence
- Creative and strategic insurance solutions to manage overall cost of risk

## Want to Learn More?

---

### VISIT OUR KNOWLEDGE CENTER

<https://www.risk-strategies.com/knowledge-center>

### ABOUT RISK STRATEGIES

Risk Strategies is a specialty national insurance brokerage and risk management firm offering comprehensive risk management advice and insurance and reinsurance placement for property & casualty, and employee benefits risks. With 25 specialty practices, Risk Strategies serves commercial companies, nonprofits, public entities and individuals, and has access to all major insurance markets. Ranked among the top brokers in the country, Risk Strategies has over 100 offices including Boston, New York City, Chicago, Minneapolis, Miami, Atlanta, Houston, Dallas, Nashville, Los Angeles and San Francisco.

### CONTACT

**Mike Vitulli**  
National Casualty Practice Leader  
617-330-5726  
[mvitulli@risk-strategies.com](mailto:mvitulli@risk-strategies.com)