



831(b) ADMIN

# PRODUCT GUIDE

PROTECT YOUR SUCCESS

## **WEATHER THE STORM**

SRA **emboldens business owners through innovative risk management solutions** that build business resilience. Our 831(b) Plans help clients address gaps arising from underinsurance or lack of coverage, enabling them to better plan for financial losses from unforeseen events that could disrupt business operations.

**MAKE EVERY YEAR A GOOD YEAR BY IMPLEMENTING  
A RISK MITIGATION STRATEGY FOR YOUR COMPANY.**

## Plan Options

Enterprise Risk Management

Custom Warranty

Storage Assurance

Tenant Assurance

Dental Protection Plan

Medical Allied Reinsurance Company

Tax Audit Assurance

Deductible Reimbursement

Contract Default Liability

Tenant Rent Protection



## Enterprise Risk Management

In today's ever-changing risk environment, it is critical for prosperous companies to develop a comprehensive Enterprise Risk Management (ERM) program. An effective ERM program should focus on the unfunded liabilities on a business's books that are not covered by traditional insurances. Another component of the program is to create a reserve fund of tax-deferred dollars. The ability to mitigate risks with a tax-deferred reserve allows companies to be successful through fluctuating economic climates.

### Types of Risks Identified

Brand Protection

Dispute Resolution

Business Interruption

Audit Assurance

Political Risk

Data Breach or Loss of Income

Third Party Business Interruption

Employer Liability Interruption

Key Employee Loss - Accident & Critical Illness

Representations & Warranties

Credit Default

Directors & Officers

Coinsurance Penalty

Recall Assurance

Supply Chain Interruption

Professional Liability

And more...



SRA's goal is to mitigate the many risks facing business owners in today's ever-changing climate. Addressing these risks properly allows owners to operate their businesses more efficiently.



## Enterprise Risk Management Policy Options

### CORE POLICIES

BRAND PROTECTION	Protects against any adverse media event that affects consumer trust and brand perception
DISPUTE RESOLUTION	Any legal or arbitration dispute between employees, customers and contractors
BUSINESS INTERRUPTION	Indirect losses due to acts of God, natural catastrophes, and fires affecting the ability to provide services or commerce
	Losses due to transportation and network disruptions
AUDIT ASSURANCE	Insures against the cost of professional fees that come along with being audited, reviewed or investigated by government organization
POLITICAL RISK	Protects against the hazard that a government, foreign or domestic, will take some action that cause the insured to experience an unforeseen financial loss

## GENERAL POLICIES

DATA BREACH LIABILITY & LOSS OF INCOME	Intentional and unintentional acts from employees
	Protect income in case of cyber breaches (ransomware, phishing, malware, etc.)
THIRD PARTY BUSINESS INTERRUPTION	Indirect losses due to failure of a third party vendor whose services are depended on for day-to-day operations
EMPLOYER LIABILITY INTERRUPTION	Loss of income resulting from wrongful employment acts including inappropriate employee conduct, discrimination, harassment, and/or retaliation.
KEY EMPLOYEE LOSS - ACCIDENT & CRITICAL ILLNESS	Covers for losses incurred as a result of a key employee being involved in a serious accident or receiving a critical illness diagnosis
REPRESENTATIONS & WARRANTIES	Losses arising from a breach of representations and warranties within the selling agreement.
CREDIT DEFAULT	Failure of a customer to pay the invoice value of delivered goods or services due to its insolvency
DIRECTORS & OFFICERS	Protects the individuals who serve as directors or officers of a company from personal losses in the event they are sued by the company's employees, vendors, customers, shareholders or other parties
COINSURANCE PENALTY	Fills the coverage gap caused by coinsurance clauses

## Enterprise Risk Management Policy Options Continued...

### INDUSTRY SPECIFIC

SUPPLY CHAIN INTERRUPTION	Disruption of manufacturing due to adverse weather, unplanned outages, acts of God, acts of terrorism or civil unrest - foreign or domestic
	Product quality incident or outsourcing failure
PROFESSIONAL LIABILITY	Businesses who have gaps in professional liability insurance or who are unable to purchase traditional professional liability insurance
RECALL	The cost of getting a defective product back under the control of manufacturer and merchandiser



An 831(b) Plan can be tailored to meet a company's specific risk management and financial needs. Participants can select from many different plan options to fill gaps in current policies and cover the risks that are not addressed by traditional insurers.



## Deductible Reimbursement

As traditional carriers continue to minimize their claims exposure, deductibles continue to grow and place a greater burden on the insured. For businesses with an insurance policy or policies covering seven or more individuals, autos, buildings, etc., SRA's Deductible Reimbursement product allows companies to accumulate tax-deferred reserves to lower the burden on cash flow that a large deductible can create at a time when it's needed most.

### Deductible Reimbursement Benefits

Helps manage the unfunded liability associated with high deductible property and casualty policies

Accumulate reserves that are tax-deferred to meet high deductible amounts

Allows business owners to more effectively manage its risk financing

Create opportunities down the road for managing premium and deductible rates

The Deductible Reimbursement program helps to alleviate the burden of high deductible policies for businesses covering more than seven exposures on a single policy.



## Custom Warranty

Warranties are a valuable tool to distinguish a company amongst its competition and to signal its service or product quality. Whether your company already offers a warranty program, or is considering offering one, SRA brings valuable tools to maximize the benefits of implementing such programs. A custom warranty program designed by SRA develops new revenue streams, leverages an insurance company in order to maximize benefits, and generates goodwill with current & prospective customers.

### Custom Warranty Benefits

Provides customers a limited warranty designed to fit unique business needs

Helps attract new customers and retain existing ones

Builds a tax-deferred reserve to honor warranty costs



The Custom Warranty program is modeled after those used in other industries and designed to fit the specific products and services our customers offer.



## Storage Assurance

Storage facility owners often pay third-party tenant insurance companies to offer a protection plan to their customers. The Storage Assurance program allows storage facility owners to offer their own protection plan. Through this program, owners can retain up to 90% of the revenue and increase customer retention by offering added benefits to their customers. Companies must develop competitive advantages to secure assets and differentiate from competitors. Storage Assurance is a turnkey solution for storage facilities that allows owners to offer a Tenant Protection Plan and damage waiver.

### Storage Assurance Benefits

- Eliminates the need to offer third-party insurance products

- Adds value to existing customers

- Distinguishes self-storage facilities from competitors

- Accumulates a tax-deferred reserve to honor claims and earn additional profits

- Allows owners to retain more than other programs



Storage Assurance is a custom program designed for tenants. This strategy empowers storage facility owners with the knowledge and guidance to help manage tenant risks and customer relationships more effectively.



## Tenant Assurance

Property owners rely on the tenant to maintain adequate renters insurance to protect not only the tenant's personal contents, but to ensure that any damage done to the rental property is covered by the liability policy. Although many property owners require some form of liability insurance, it is nearly impossible to enforce. The Tenant Assurance program was created with this in mind.

### Tenant Assurance Benefits

- Eliminates the need to offer third-party insurance products

- Adds value to existing customers

- Distinguishes rental properties from competitors

- Accumulates a tax-deferred reserve to honor claims and earn additional profits



The Tenant Assurance program allows property owners to own and operate an insurance company; allowing them to build tax-deferred reserves. At the same time, the owner creates a powerful marketing tool that not only adds value to current tenants, but also entices new tenants.



## Dental Protection Plan

The Dental Protection Plan (DPP) is a limited warranty program modeled after those used in other industries and applied to specific dental products. Some dental practices offer their own warranty program. Typically these are not properly defined and miss a key advantage of owning and operating an insurance company — honoring the warranty program with tax-deferred dollars.

### Dental Protection Plan Benefits

- Choose the length of the warranty and how costs will be administered

- Define the terms of limited warranty

- Attract new patients and retain existing ones

- Build a tax-deferred reserve to honor the dental warranty

The Dental Protection Plan sets dental practices apart by offering a defined warranty. Growing competition has made customer retention increasingly difficult and patients are looking for added benefits when choosing a dental practice.



## Tax Audit Assurance

The Tax Audit Assurance program allows CPA's to waive the fees that are charged to clients for additional work resulting from an audit, inquiry, investigation, or review conducted by the Internal Revenue Service (IRS) and other relevant government agencies. SRA's program gives CPA firms the ability to offer their own audit protection; modeled after others offered in the tax preparation industry.

### Tax Audit Assurance Benefits

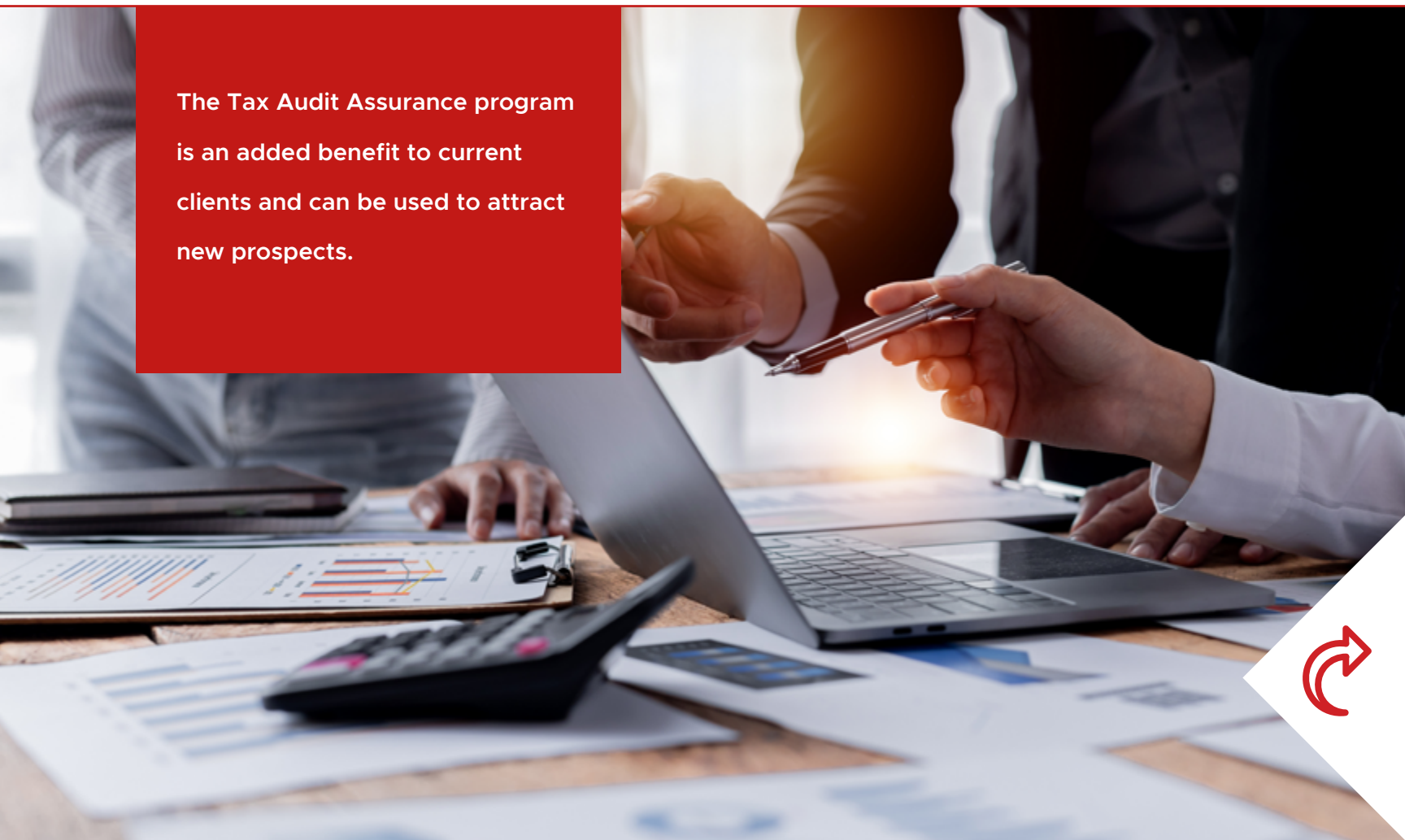
- Allows a CPA firm to build a tax-deferred reserve to honor claims

- Limits the amount charged to clients for additional work

- Instills confidence among the firm's clients



The Tax Audit Assurance program is an added benefit to current clients and can be used to attract new prospects.



## Medical Allied Reinsurance Company

Healthcare costs continue to rise and prove to be a burden on companies' bottom line. For businesses currently participating in a self-funded plan, or wanting to adopt one, the Medical Allied Reinsurance Company (MARC) is a bolt-on that allows companies to stabilize premium rates, mitigate max claims expenses, and better leverage the advantages of a self-funded plan.

### MARC Benefits

Helps manage the risk associated with self funded healthcare plans

Build a tax-deferred reserve to take on a high claims year

Allows business owners to take more control of employer healthcare plans

A Medical Allied Reinsurance Company is a turnkey program that helps business owners of all sizes maximize the benefits and minimize the risks of implementing a self-funded health plan.



## Contract Default Liability

General contractors, agencies, and other businesses using subcontractors may be concerned with the responsibilities they have when it comes to honoring the work of their subcontractors or vendors. The Contract Default Liability program allows those contractors to manage that risk by building a rainy day fund to hire someone else and honor contracts should a subcontractor or vendor become unreliable or close.

### Contract Default Liability Benefits

Covers losses incurred following a subcontractor's bankruptcy

Covers losses incurred when a vendor is unable to complete work

Allows a business to fulfil contractual obligations with tax-deferred funds

Contract Default Liability allows business owners to protect themselves against unreliable vendors or faulty subcontractors.





## Lease & Rent Protection

In uncertain economic environments, residential and/or commercial real estate owners or property management companies may be concerned with a tenant/lessee's ability to fulfill their rent obligations. Through Lease & Rent Protection, businesses can set tax-advantaged funds aside to reimburse themselves should a tenant/lessee not be able to pay rent due to a qualifying event.

### Tenant Rent Protection Benefits

Covers loss of rent when tenant/lessee cannot pay rent due to a qualifying event

Allows a business to use tax-deferred funds to forbear rent payments

Commercial real estate owners  
or property management  
operators can protect cash flow  
generated by their tenants.



## About SRA 831(b) Admin

Established in 2009 as Strategic Risk Alternatives, SRA 831(b) Admin is a leader in the 831(b) micro captive industry. As a plan administrator, SRA ensures compliance, education, documentation, and best practices for businesses to successfully own and operate an 831(b) Plan. Stacked with experts of varying backgrounds in the insurance and risk management industry, the team has an average of 10-plus years of risk management experience and has helped more than 1,500 businesses mitigate their risk through an 831(b) Plan. They continue to ensure high compliance standards and trouble-free service while offering more than 20 risk management products.



## Who Can Benefit?

*Any successful business. Including:*

Agriculture

Construction Companies

Dental & Medical Practices

Manufacturers

Professional Services

Property Managers

Retail

Self-Storage Facility Owners

Service Industry

Technology Companies

and more...

