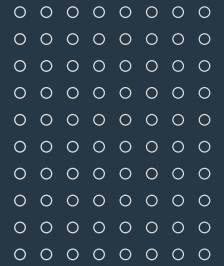


# HUB Q3 2021 Featured Wins



Welcome to HUB’s Q2 Featured Wins Update! In this newsletter, you will read about how HUB producers across North America are winning by using specialized resources and tools from HUB.

## HUB-Owned MGA/Real Estate/P&C



A vacation rental company was looking to insure their 72 rental dwellings with a competitive and reputable company.

During the review process, a HUB producer noticed that each of the company’s properties was separately insured. The producer recommended a commercial policy that would encompass the entire portfolio and allow the business to add and remove properties as needed. Within just 48 hours, a representative from HUB’s MGA Monarch

was able to secure a tailored commercial policy to fit the company’s needs. The company accepted the offer within 24 hours

**HUB resources used for this win: HUB-owned MGA; Lines of Business**

## Cannabis/Financial Institutions



A large NYC-based Private Equity (PE) firm specializing in Cannabis entrusted HUB with their D&O SPAC coverage needs. HUB’s producers built a relationship with the PE firm over time and already took one of their SPACs public. As soon as this client was ready to take their second SPAC public, they knew they wanted HUB to insure it, based on the positive experience they had the first time around. The client’s executive management team reached out to HUB immediately, and the producers

helped them bind their second SPAC.

**HUB resources used for this win: Lines of Business**



## Claims/Agribusiness



A berry farm in Washington is focused on lowering their MOD Factor with Labor and Industries (L&I), which is used to determine not only the premium for their company but also a requirement of the Washington Agricultural Cannabis Group (WACA Retro Group), of which they are a new member.

Two HUB claims analysts began reviewing each of the farm's claims in depth for any unusual and untimely processes, and noticed one suspicious claim, which had been open for four months with no payments made for any medical services, only time loss and KOS. After speaking with the doctors on file, the analysts realized that this claim was just following process protocol with little review from the farm or L&I. They protested the claim's validity and stopped payment from the client until a review could make a valid determination on the claim. After review from L&I, the worker's claim was rejected, requiring examination of the injured worker to be reinstated. Review of just this case will save the farm up to \$50k in Worker's Compensation over the next three years.

**HUB resources used for this win: Claims Management**

## Financial Institutions/Healthcare/P&C



On Spring Break last year, a HUB producer met a member of a private equity healthcare management company. The meeting planted a seed for future work.

In the eleventh hour of the company's latest deal, the purchasing of a biotech company, the firm reached out to the HUB producer in need of a fairly complex Reqs & Warranties solution. The producer engaged another HUB producer who leveraged his connections in the marketplace, working around the clock to make sure HUB had the solution the company wanted. Ultimately, the unique solution was a carveout of a business with the creation of multiple new entities.

**HUB resources used in this win: Lines of Business**



## Retirement & Private Wealth/Employee Benefits



During a quarterly 401k committee meeting with a HUB client – an IT services and solutions company – a HUB Retirement and Private Wealth expert uncovered their dissatisfaction and concern for their current HRIS, payroll integration and other tech used to manage their workforce. The client had acquired several companies over the last 24 months and the difficulties only increased. brought home the win.

The HUB RPW expert learned of HUB's HR Consulting Practice services and reached out to members of that team to explore the possibilities and arrange a discovery call with the client. On the call, the client shared many challenges as a result of acquiring several companies and the HUB team was able to uncover problems through our work on the 401k consulting side. Ultimately, the discovery call led to a new HUB HR Tech Consulting engagement with the company.

**HUB resources used in this win: Lines of Business**

## Claims/Construction



HUB client that is an electric company was a subcontractor on a large construction project for a medical center, and was contracted to purchase and install four large transformers valued at over \$1.5M. During transit or installation, the transformers were damaged. The contractor demanded that the electric company replace the units.

While the client was successful in getting the manufacturer to pay for the replacement of the new units, they were still out of pocket \$150K in associated costs. They reached out to HUB who filed a claim with the electric company's carrier against its Installation Floater Policy. The carrier denied the claim, saying the transformers were repairable and they should not have been replaced. HUB continued to push back on the denial. HUB argued repairing was never an option because the transformers were rejected outright by the medical center. The HUB producer engaged HUB claims specialists who drafted multiple letters to the carrier arguing for coverage, and secured policy holder coverage counsel for the company. A full year later, the carrier agreed to reimburse the company \$150K in associated costs.

**HUB resources used for this win: Claims Management and Lines of Business**



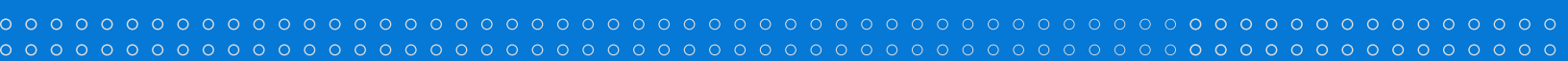
## Employee Benefits/Transportation



HUB client that is a manufacturer of RVs, trailers, busses and pontoon boats, employs over 13,000 people in multiple states. Over 100 of them rack up more than \$100,000 in annual dependent claims costs. So, when the HUB producer heard about [SHIRA, Spousal Health Incentive Reimbursement Account](#), he knew it was a fit for his biggest client. The producer placed the client's SHIRA business with HUB's preferred partner Catilize Health. A HUB SHIRA expert helped the producer work out some details on the Catilize Health side. The client agreed to the plan, and now the HUB team expects a

continued growth in revenue annually.

**HUB resources used for this win: Lines of Business**



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