

Primary-Excess Split Point

- Increasing over a three year transition starting in 2013
- Primary/Excess going from \$5,000 to \$15,000 over three years
 - The dollar for dollar value of claims will increase 300%
- Justification: Claims costs have tripled in last 20 years
- Worker's Compensation will become more important than ever
- Agents with a Comp-Driven approach will have an advantage

NCCI Split Point

Real, live example –
An Investment Group's
2012 Mod is 1.14

Here are projections
for 2013, 2014, 2015

5,554	5,554
31,239	10,000
68,558	10,000
105,351	25,554
33,676	10,000
33,676	10,000
846	846
846	846
620,706	177,912
TOTAL ACTUAL	TOTAL ACT. PRIM.
H	I
14	15
ADJUSTED TOTALS	EXP MOD
596,011	(J) / (K)
477,139	1.25

5,554	5,554
31,239	13,500
68,558	13,500
105,351	32,554
33,676	13,500
33,676	13,500
846	846
846	846
620,706	219,912
TOTAL ACTUAL	TOTAL ACT. PRIM.
H	I
14	15
ADJUSTED TOTALS	EXP MOD
628,771	(J) / (K)
477,139	1.32

5,554	5,554
31,239	15,000
68,558	15,000
105,351	35,554
33,676	15,000
33,676	15,000
846	846
846	846
620,706	237,170
TOTAL ACTUAL	TOTAL ACT. PRIM.
H	I
14	15
ADJUSTED TOTALS	EXP MOD
642,232	(J) / (K)
477,139	1.35