
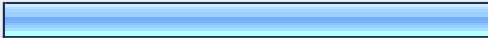




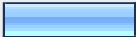

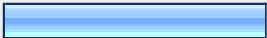
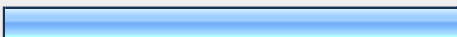



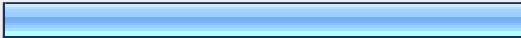

# Pulse Survey #12: Collateral Alternatives

1. Are you participating in this survey on behalf of a Single Parent or Group Captive?			Response Percent	Response Count
Single Parent			46.5%	20
Group			53.5%	23
			<i>answered question</i>	<b>43</b>
			<i>skipped question</i>	<b>0</b>

2. Is your single-parent captive required to post some form of collateral?			Response Percent	Response Count
Yes			84.2%	16
No			15.8%	3
			<i>answered question</i>	<b>19</b>
			<i>skipped question</i>	<b>24</b>

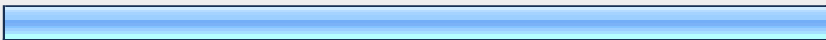

3. How do you satisfy your collateral needs? (check all that apply)			Response Percent	Response Count
I use letters of credit (LOCs)			64.3%	9
I use a trust			14.3%	2
I use both			21.4%	3
Other (please specify)			0.0%	0
			<i>answered question</i>	<b>14</b>
			<i>skipped question</i>	<b>29</b>

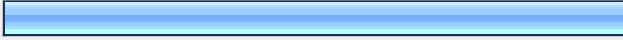



4. I have the following issues with LOCs: (check all that apply)			
		Response Percent	Response Count
I have no problem with them		14.3%	2
<b>The fees charged from banks are getting too expensive</b>		50.0%	7
They are getting hard to arrange with my bank		28.6%	4
<b>The LOC amount required by insurers is getting too high</b>		50.0%	7
It is difficult to administer all of my LOCs		7.1%	1
Not applicable (I don't use LOCs)		0.0%	0
Other (please specify)		0.0%	0
		<b>answered question</b>	<b>14</b>
		<b>skipped question</b>	<b>29</b>

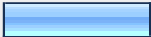
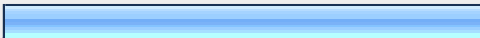
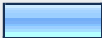



5. Have you looked at a trust?			
		Response Percent	Response Count
Yes		57.1%	8
No		42.9%	6
		<b>answered question</b>	<b>14</b>
		<b>skipped question</b>	<b>29</b>



6. I have looked at a trust, and here are my impressions (check all that apply):			Response Percent	Response Count
I liked what I saw			12.5%	1
I am uncertain about its value			12.5%	1
My insurer won't accept it			25.0%	2
Using a trust is difficult to sell to my treasurer/finance			0.0%	0
I am concerned about its costs			0.0%	0
I am concerned about the terms and conditions			25.0%	2
<b>Other (please specify)</b>			<b>37.5%</b>	<b>3</b>
	<b>answered question</b>			<b>8</b>
	<b>skipped question</b>			<b>35</b>

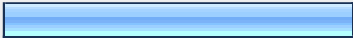
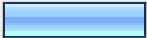

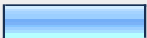



7. I HAVE NOT looked at a trust, and here's why (check all that apply):			Response Percent	Response Count
I don't need it			0.0%	0
<b>I don't understand it</b>			<b>66.7%</b>	<b>4</b>
I don't see how it benefits me more than what I do now			33.3%	2
Other (please specify)			16.7%	1
	<b>answered question</b>			<b>6</b>
	<b>skipped question</b>			<b>37</b>


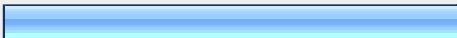
8. Is your group captive required to post some form of collateral?				
			Response Percent	Response Count
Yes			90.9%	20
No			9.1%	2
			<b>answered question</b>	<b>22</b>
			<b>skipped question</b>	<b>21</b>

9. How do you satisfy your collateral needs? (check all that apply)				
			Response Percent	Response Count
I use letters of credit (LOCs)			68.4%	13
I use a trust			5.3%	1
I use both			26.3%	5
Other (please specify)			5.3%	1
			<b>answered question</b>	<b>19</b>
			<b>skipped question</b>	<b>24</b>

10. I have the following issues with LOCs: (check all that apply)			Response Percent	Response Count
I have no problem with them			15.8%	3
<b>The fees charged from banks are getting too expensive</b>			<b>52.6%</b>	10
They are getting hard to arrange with my bank			10.5%	2
The LOC amount required by insurers is getting too high			42.1%	8
It is difficult to administer all of my LOCs			5.3%	1
Not applicable (I don't use LOCs)			5.3%	1
Other (please specify)			0.0%	0
			<b>answered question</b>	<b>19</b>
			<b>skipped question</b>	<b>24</b>

11. Have you looked at a trust?			Response Percent	Response Count
Yes			68.4%	13
No			31.6%	6
			<b>answered question</b>	<b>19</b>
			<b>skipped question</b>	<b>24</b>

12. I have looked at a trust, and here are my impressions (check all that apply):			Response Percent	Response Count
I liked what I saw			38.5%	5
I am uncertain about its value			15.4%	2
My insurer won't accept it			7.7%	1
Using a trust is difficult to sell to my treasurer/finance			15.4%	2
I am concerned about its costs			15.4%	2
I am concerned about the terms and conditions			15.4%	2
Other (please specify)			38.5%	5
	<i>answered question</i>			<b>13</b>
	<i>skipped question</i>			<b>30</b>

13. I HAVE NOT looked at a trust, and here's why (check all that apply):			Response Percent	Response Count
I don't need it			0.0%	0
I don't understand it			66.7%	4
I don't see how it benefits me more than what I do now			50.0%	3
Other (please specify)			0.0%	0
	<i>answered question</i>			<b>6</b>
	<i>skipped question</i>			<b>37</b>