
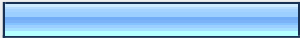


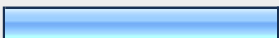





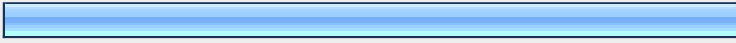
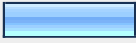

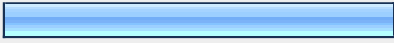
Pulse Survey #7: Reinsurance

1. Does your captive purchase reinsurance? (Note: this does not apply to excess insurance placed above a captive)				
			Response Percent	Response Count
Yes			67.5%	27
No			32.5%	13
			answered question	40
			skipped question	0

2. Have you changed reinsurers from three years ago, or since captive inception, whichever is more recent?				
			Response Percent	Response Count
Yes			43.5%	10
No			56.5%	13
			answered question	23
			skipped question	17

3. 3. If yes, why? (check all that apply)				
			Response Percent	Response Count
Reinsurance unavailable from incumbent			30.0%	3
Cost too high			60.0%	6
Terms too onerous			20.0%	2
Other (please specify)			10.0%	1
			answered question	10
			skipped question	30

4. What type of reinsurance contracts do you purchase? (choose all that apply)

		Response Percent	Response Count
Excess of Loss (Guaranteed Cost)		81.0%	17
Swing Plan		14.3%	3
Finite Risk		14.3%	3
Aggregate Stop Loss		42.9%	9
Other (please specify)		0.0%	0
		<i>answered question</i>	21
		<i>skipped question</i>	19