

## ***Top 6 Reasons Companies Overpay for Workers' Comp Insurance***

- 1. Unfortunately, most agents don't want to spend their time or money marketing and negotiating the most favorable pricing for their clients every year.** Marketing is difficult and time consuming; few agents do the extra work, mainly because business owners don't demand it of them.
- 2. Most business owners are unaware workers' comp rates are negotiable.** The only way to tell if your current agent is falling down on the job is to have multiple agents involved in the quoting process.
- 3. Insurance agent's and business owner's interests are not aligned.** Unfortunately, the more you pay, the more your agent makes in commission. At KBI, we understand we work for the business owner and can be replaced. We made a commitment over 30 years ago to place our client's interests first and it is a philosophy we still abide by today.
- 4. Most agents only have access to 6 or 7 insurance companies** so they have to sell you the rates their companies offer, not the best rates available.
- 5. There are over 35 insurance carriers licensed to provide workers' comp in California and all of them offer different rates for the same coverage.** The gap in price averages over 40%. Most businesses are not with the carrier that has the lowest rates for their type of business.
- 6. Current agent does not specialize in workers' comp for your type of business.** The workers' comp industry has grown into a highly specialized service due to ever-changing laws, rates, loss ratios, and carriers entering and exiting the market.

### ***6 Telltale Signs your company is overpaying for workers' comp***

- 1. Your workers' comp and health insurance are not with the same agency and/or you are not getting a multi-line discount.**
- 2. Workers' comp policy has been with the same company for 3 or more years.**
- 3. Policy is currently with State Fund, State Farm, Sentry, Zenith, Farmers or Everest (some of the companies with the highest rates)**
- 4. Agent does not provide you with multiple quote options on the insurance company's letterhead.**
- 5. Your workers' comp and liability coverage are with the same company or workers' comp is administered by payroll company (ADP/Paychex ect.)**
- 6. You are being charged a broker fee.**

Please note: This information was sent to you because our research indicates your business is not currently insured with one of the top carriers for your class code.

We are able to reduce business owner's costs on over 80% of the questionnaires we receive.

***If you would like to use our experience and connections to reduce your workers' comp costs, we would like to help. To receive a no-obligation quote, please complete and fax back the enclosed questionnaire to (310) 321-6563.***