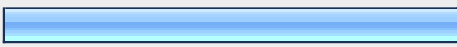
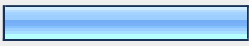
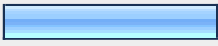
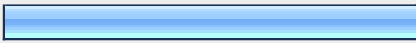

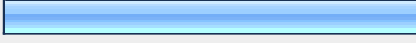


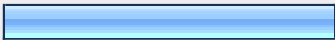

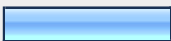

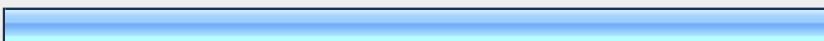




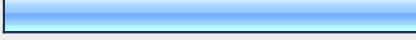


Pulse Survey #16: Fronting and Collateral Requirements Part 3

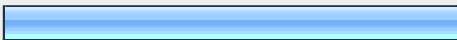


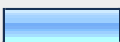
1. I. What type of captive do you represent?			
		Response Percent	Response Count
I am a single parent captive owner, manager or consultant		50.0%	15
I am a group captive owner, manager or consultant		26.7%	8
I am not a captive owner, manager, or consultant		23.3%	7
		answered question	30
		skipped question	0

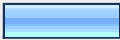
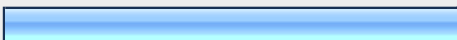
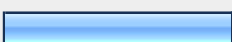
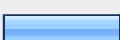
2. How important is it that your captive be fronted by an A-rated fronting carrier?			
		Response Percent	Response Count
Critical		45.5%	5
Very Important		9.1%	1
Important		45.5%	5
Not so important		0.0%	0
Not meaningful in my selection		0.0%	0
Not sure		0.0%	0
		answered question	11
		skipped question	19


3. In your experience, have changing market conditions influenced your carrier's collateral position/requirements?			
		Response Percent	Response Count
Yes, I have experienced considerable accommodations		9.1%	1
Yes, I have seen some improved collaboration/consideration		27.3%	3
Not really, requirements & methodology have been consistent		36.4%	4
No, I have not seen any significant change		9.1%	1
Definitely not, I have seen a reversal in position (more conservative)		18.2%	2
		answered question	11
		skipped question	19


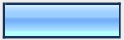
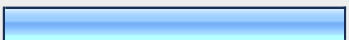
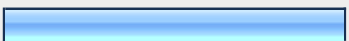
4. Are you aware of the availability of any collateral buyout options that may be available to your captive?			
		Response Percent	Response Count
Yes		9.1%	1
No		90.9%	10
		answered question	11
		skipped question	19

5. Do you know whether your collateral requirements are influenced by the perceived quality of your captive's TPA?			Response Percent	Response Count
Yes, my captive has received favorable terms due to the recognition of high quality TPA services			9.1%	1
Yes, my captive has received unfavorable terms due to the recognition of lower quality TPA services			0.0%	0
I believe that TPA services have influenced my captive's collateral requirements, but do not know the extent of this influence			9.1%	1
I do not believe that TPA service quality was an issue considered by my fronting carrier in establishing collateral requirements			45.5%	5
I am aware that my choice of TPA service quality was considered in my collateral requirements			9.1%	1
Not Applicable – Claims are handled by my fronting carrier or are self-administered, making this issue irrelevant			27.3%	3
			answered question	11
			skipped question	19

6. How important is it that your captive be fronted by an A-rated fronting carrier?			
		Response Percent	Response Count
Critical		50.0%	4
Very Important		25.0%	2
Important		12.5%	1
Not so important		0.0%	0
Not meaningful in my selection		12.5%	1
Not sure		0.0%	0
answered question			8
skipped question			22

7. In your experience, have changing market conditions influenced your carrier's collateral position/requirements?			
		Response Percent	Response Count
Yes, I have experienced considerable accommodations		0.0%	0
Yes, I have seen some improved collaboration/consideration		12.5%	1
Not really, requirements & methodology have been consistent		50.0%	4
No, I have not seen any significant change		25.0%	2
Definitely not, I have seen a reversal in position (more conservative)		12.5%	1
answered question			8
skipped question			22

8. Are you aware of the availability of any collateral buyout options that may be available to your captive?			
		Response Percent	Response Count
Yes		62.5%	5
No		37.5%	3
<i>answered question</i>			8
<i>skipped question</i>			22

9. Do you know whether your collateral requirements are influenced by the perceived quality of your captive's TPA?			
		Response Percent	Response Count
Yes, my captive has received favorable terms due to the recognition of high quality TPA services		0.0%	0
Yes, my captive has received unfavorable terms due to the recognition of lower quality TPA services		12.5%	1
I believe that TPA services have influenced my captive's collateral requirements, but do not know the extent of this influence		12.5%	1
I do not believe that TPA service quality was an issue considered by my fronting carrier in establishing collateral requirements		37.5%	3
I am aware that my choice of TPA service quality was considered in my collateral requirements		0.0%	0
Not Applicable – Claims are handled by my fronting carrier or are self-administered, making this issue irrelevant		37.5%	3
<i>answered question</i>			8
<i>skipped question</i>			22