

MedChi Insurance Agency Report to House of Delegates

Sunday – April 17, 2016

- A. The MedChi Insurance Agency exceed its target Net Profit goal for 2015 and realized continued growth in spite of the loss of business from mergers/acquisitions, retirements and leaving the state. Areas we sustained improvement in were commercial property & casualty, voluntary benefits and individual health plans sales in addition to lower operating expenses.**
- B. Our 2015 financial audit was completed rendering an unqualified opinion and no management letter. Overall profitability met the forecasted target budgeted for 2015.**
- C. The 2016 objectives targeted point to a modest revenue growth with an 8% increase in Net Profit plus 3% increase in the MedChi dividend forecasted.**
- D. Impediments that continue to face our operation in 2016 are the ongoing activities for mergers and retirements which are not predicable but driven from the external forces impacting organized medicine. More physicians are becoming employed which reduces larger revenue products sales such as medical malpractice and employee benefits going forward.**
- E. Growth opportunities are viewed to be in the areas of Data Breach/Cyber Liability, D&O and EPLI coverages as well as Individual Disability and Life sales. Also Auto and Homeowners with our Personal Lines partner –Mason & Carter. We have launched a new individual disability product with a national A rated carrier targeting Residents that provides an enhanced component for Student Loan debt repayments while on claim in addition to the monthly indemnity payments.**
- F. As a result of Dr. Rockower's assistance we have implemented a new outreach initiative in Montgomery County for opportunities with hospital medical office staff liaisons targeting a potentially new audience of private practicing physicians in collaboration with medical society membership by sponsoring lunches and informative presentations promoting awareness of who we are and the products/services offered. We intend to expand this initiative in other counties going forward this year.**
- G. We respectfully request the members with this MedChi body of leadership to work with us in providing introductions and referrals to your colleagues (individually and with larger practices) who may benefit from our trusted approach to help them with identifying their risk exposures and providing sound solutions to afford improved protection. As a trusted MedChi resource**

since 1975 we are here to help you as your confident advocate for sound insurance advice. Take advantage of our no-obligation Consultative Insurance Review today!