



**WMW Insurance Services**

## **MANUFACTURING INDUSTRY**

We understand that when it comes to your business, you can't trust just anyone. Which is why we take it upon ourselves to be both transparent and approachable when it comes to who we are, and who you are partnering with.



## Manufacturing Industry

# Manufacturing is an industry on the move.

Intensely competitive, rapidly evolving and increasingly global, manufacturing is an industry on the move. Does your risk management solution keep pace?

We know that companies do not want to waste time off the clock wondering if a claim will be covered. Providing a broad range of solutions to protect every facet of your manufacturing process, WMW Insurance Services can help keep your production line running.

We provide innovative products to help our clients navigate the new industrial revolution. Providing coverage for clients embracing new technologies, materials and processes in the hands on world manufacturing is what we do.

**So let's partner up and build something amazing, together.**

## Our Solutions

Commercial insurance requirements for manufacturing companies can vary by industry. You'll need the right insurance coverage whether your business specializes in:

- Forming
- Forging
- Casting
- Injecting
- Engraving
- Working with metals and plastics

Manufacturers experience some unique exposures such as Product Recall and Business Income from dependent sources. You need to be sure your solutions account for the goods and services you produce.

And Manufacturers have particular concerns with claims and cost control surrounding Workers Compensation. You need an expert to design a program to control your premiums and minimize your claims frequency. WMW Provides solutions at every step address a critical exposure in your field.



# Trust us to help you conserve your assets and promote your financial security.

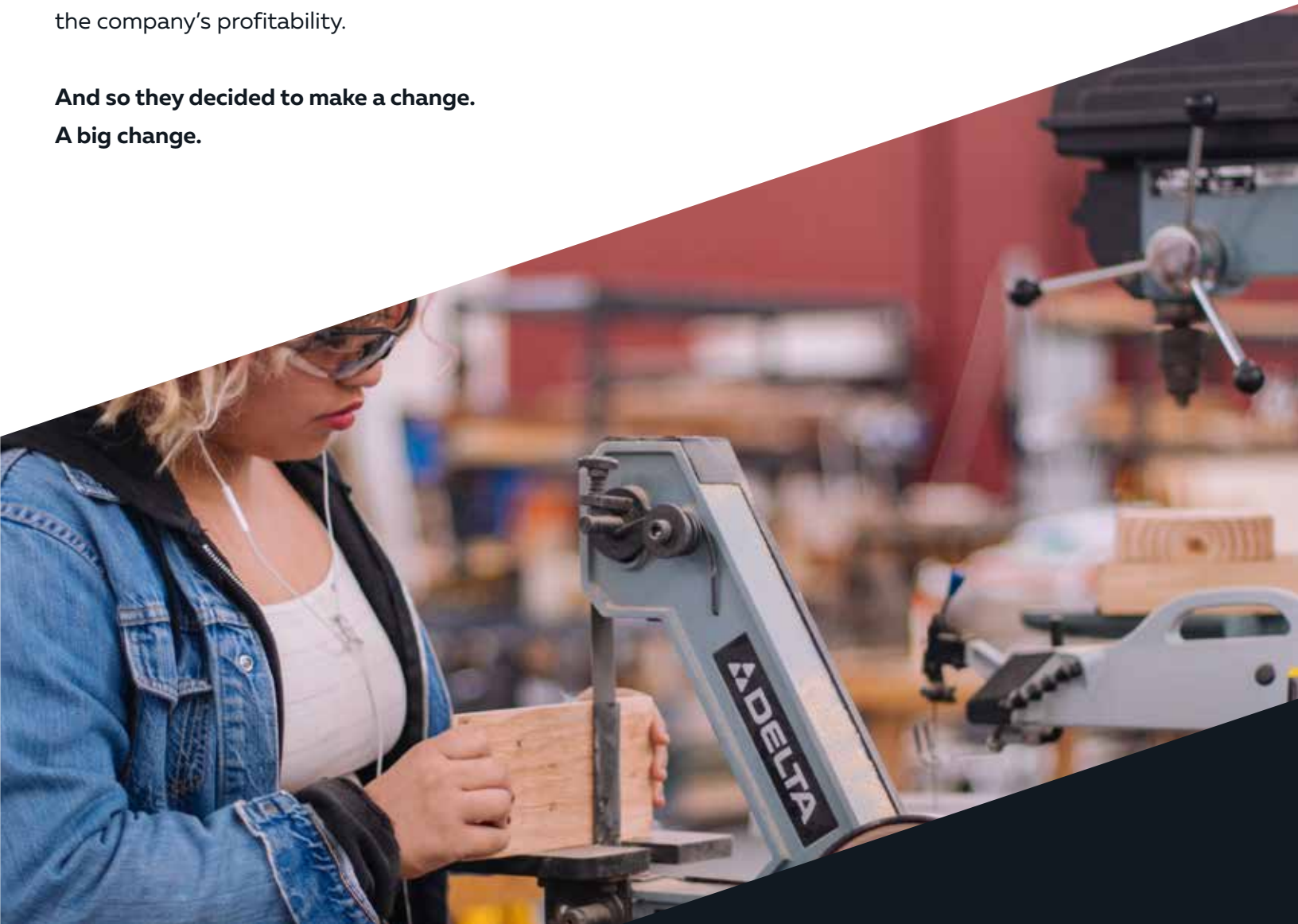
We understand that when it comes to your business, you can't trust just anyone. Which is why we take it upon ourselves to be both transparent and approachable when it comes to who we are, and who you are partnering with.

WMW was originally founded by industry leading agents from a top 10 US brokerage. While there, they wore the same suits as all the others, yet something made them different. They realized that the way things were working was essentially profit first. All decisions had little to do with the benefit to the client, and everything to do with the company's profitability.

**And so they decided to make a change.  
A big change.**

The start of WMW was a start to a new way of thinking. WMW leverages the expertise of precise, competent insurance placement and the carrier relationships built through years in the industry, with the ability to make placement decisions based simply on **what's best for the client**. As WMW is not controlled by M&A, private equity, or publicly traded, we are truly an independent firm that does not have to meet a profitability margin to appease investors.

**Simply put: The client comes first. Always.**





## Going above. Going beyond.

### Insurance Expertise

Whether you're a small family-owned business or a large company, at WMW we've built our careers on delivering you results. Our team consists solely of those with the expertise to truly improve your insurance program and risk management- and ultimately delivering positive financial impacts.

### Top of Industry Market Access

Our team has decades of combined experience in the industry creating strong and reliable relationships with our carrier partners. The WMW founders leverage these connections to provide broad market access to ensure you receive the best insurance placement for you.

### Complete Suite of Risk Management Services

The WMW founders helped create and build the value-added services that the top 10 firms in the US are using. This means that when we work together, we can individualize service, improve risk management and custom build to your specific operation.





## Proven Results in Risk Management

# What makes us different.

Risk management is our game, and it's one we continue to win. We relentlessly bring down claims frequency and severity, ultimately lowering your loss ratio, making you happy, and your pockets happier. Our industry-leading partners provide in-house Loss Control and Claims Management, making this a one-stop-shop for all your specific needs.

We care about what you care about, and our personal commitment to your goals is matched by our level of expertise in achieving them. It's what we do, it's what makes us different.

With an ever-changing world, we make it a priority to keep up-to-date with the latest technology solutions in order to track and manage compliance, safety and certificates. We aim to keep forward-thinking so you can rest assured that we've got you covered no matter what the world has in store.



#### **Client-focused negotiation with Carriers**

## **You are always on our mind.**

When it comes to negotiating the best deal with Carriers, you come first. We understand that trying to protect what you own and figuring out the best way to look after your money can be daunting. We vow to be your partner, who truly keeps you in mind, and always strives to achieve the best possible outcome.

We leverage our extensive knowledge and expertise to continually provide the most competitive and accurate rate out there. Our Underwriting Narrative is custom tailored with you in mind, and never once do we waver from this goal. We take into account all the facets that makeup who you are, and combined with the services WMW can offer, clearly lay the roadmap of success by defining where you are coming from and competently showing where you are headed.

As our client, you have and always will come first.



## Managed Legal Defense

# We've got you.

In order to give employers a say in the claims process, we collaborate our clients with a specific workers' compensation defense law firm. Our process will always include and consider the risk manager's, brokers and employer's contribution, combined with the best legal practice to ensure a result that everyone can be satisfied with. It is through this that we get radically improved results on litigated workers compensation claims.

We ensure never to generalize. Each claim is reviewed on its own and a plan of action is custom-tailored for that case.

### **Solutions to Cover you at Every Step**

- Commercial Risk Management
- Employee Benefits
- Personal Risk Management





## Employee Selection

# When you choose us, you're choosing the best.

When it comes to selecting your employees, we can assist in being certain that only the best are chosen. In order to avoid unnecessary interviewing, an Integrity Test program can be conducted beforehand. This is to ensure that no potential personnel run the risk of being involved in any threatening behaviors such as:

- Lying
- Theft
- Drug Abuse
- Susceptibility to Workers' Compensation Injuries
- Alcohol Abuse
- Hostility

This is because when you promise results to clients, we know you mean the very best. Your reputation comes first, and we are here to assist in maintaining that responsibility.





## Our process

# The proof is in the process.

It is through our client's success that we can safely say our process is what makes us different.

- Analyze current insurance structure benchmark
- Identify exposure
- Analyze risk and safety procedures
- Structure insurance program specific to company
- Identify superior carrier placement, better rates and coverage
- Develop long term strategy to maximize coverage and cost of risk
- Negotiate most competitive term with insurance carriers
- Build out risk management and safety procedures necessary to support results
- Review and deliver results on ongoing basis



## Experience Modification Projection and Unit Stat Filing Process

Our team provides comprehensive reviews to control and predict costs by understanding the specifics of what determines your Experience Modification Rate. By working 6 months in advance, we help your company plan so you can allocate capital appropriately.

### 2020 XMOD 60%

#### PAYROLL

\$8,590,991

#### CLAIM YEAR    TOTAL CLAIMS

2018    \$0

2017    \$39,110

2016    \$61,306

#### EXPECTED LOSSES

\$571,708

### 2019 XMOD 61%

#### PAYROLL

\$9,442,586

#### CLAIM YEAR    TOTAL CLAIMS

2017    \$22,509

2016    \$44,671

2015    \$67,039

#### EXPECTED LOSSES

\$468,795



## **WMW Insurance Services**

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