



# Turning **RISK** *to* **PROFIT**



A dramatic photograph of two people climbing a tall, dark rock formation. One person is at the top, reaching down to assist the other who is hanging from the edge. The sky is filled with soft, white clouds, and the overall tone is adventurous and challenging.

It's a world of risk out there.

In fact, risk is a constant presence in every business. Which is why an essential question for companies – no matter their structure or sector of the economy – is, How is risk best identified, managed, financed and converted into sustainable returns?

Today captive insurance strategies are used by businesses in America and around the world to cover more types of risks than ever before. And more importantly, they attain a greater variety of strategic objectives, both corporate and personal.

Atlas Insurance Management, established in 2002, has quickly become a leader in both the formation and management of captive insurance companies for a diverse clientele. With decades of expertise spread among its senior executives, the firm provides consulting and management services in the major U.S. and offshore domiciles.

**Turning risk to profit. It's what we do.**

## The Atlas Advantage

Atlas Insurance Management creates innovative captive insurance strategies for all kinds of companies, delivering superior personal service in all the domiciles in which we operate.

Atlas is unhindered by either geographic limitation or industry focus. Our mission is always to bring a unique combination of benefits to the business plans of all we serve.

### Expertise

Atlas possesses the technical expertise to form, manage and grow all types of captives, while bringing a full range of value-added services. While operating autonomously, the firm also has access to the knowledge and resources of its national broker parent company.

### Experience

With over 100 years of combined experience, our leadership team has worked both domestically and internationally in insurance, risk management and accounting. Since 2002, the Atlas team has provided a full range of captive management services for all types and sizes of captives, including single-parent, group, agency, protected cell, and risk retention group.

### Innovation

The Atlas penchant for innovation combines with a strong desire to achieve our clients' business objectives. Superior drive has produced an ability to develop and implement creative approaches and design alternative market programs.

### Service

Atlas is fully versed in the kind of expertise and personal attention to detail expected by today's executives and consultants. Management teams are structured to provide the highest level of service for clients.

# Atlas Captive Management Services

Atlas strives to provide the broadest possible range of captive management services, including:

## General Management

Maintaining a principal office in a client's domicile of choice, Atlas assists with all matters related to preparation for meetings of the Board or Directors. Senior managers attend all Board, shareholder and committee meetings, as well as all other strategic meetings.

We coordinate the provision of services provided by auditors, actuarial analysts, legal and tax advisors, investment managers and insurance consultants. Clients depend on us for timely availability of key personnel, thorough response and accurate ongoing advice regarding the captive insurance industry.

## Risk Management Reviews

Atlas recommends a thorough review of existing insurance programs with clients and their advisors, focused on opportunities for cost-saving program restructuring and identifying uninsured risks and gaps in coverage. Upon completion, we work with actuaries to determine premiums and with specialists to draft policies.

## Financial Reporting

Atlas prepares and maintains accounting records in accordance with Generally Accepted Accounting Principles, International Financial Reporting Standards and the requirements of the domicile's insurance laws and regulations. We prepare quarterly statements with the package of management accounting information designed to meet the needs of the client.

Under direction of the captive's officers or appointees, we maintain bank accounts, handle cash receipts and disbursements, and perform other such cash handling functions required by the captive.



## Corporate Secretarial

This broad heading includes preparing all minutes of directors' and shareholders' meetings, maintaining corporate registers and attending to all filings required by the government of the domicile.

## Regulatory Compliance

Atlas maintains close relations with the regulatory departments of our captives' domiciles, preparing and filing all reports required under applicable insurance law.

Our intimate knowledge of each domicile allows us to maintain required documentation and records. Atlas is able to represent the captive during regulatory examinations and respond to all inquiries and correspondence from regulatory authorities.



## Business Challenges: Captive Solutions

Business owners, corporate executives, entrepreneurs and professionals all have differing needs. Effective captive insurance strategies are built around overall business objectives in both the near and long term. The key is deciding what types of risk the company wishes to retain.

By using captive insurance companies and other risk transfer techniques, disparate types of enterprises have reduced the cost of risk, protected their assets, generated profit and reduced their taxes.

A captive program managed by Atlas allows companies to:

- ▶ Enhance risk control
- ▶ Reduce insurance costs
- ▶ Provide budgetary stability
- ▶ Improve cash flow
- ▶ Insure difficult risks
- ▶ Create new profit centers
- ▶ Improve tax outcomes
- ▶ Access the reinsurance market





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