



ESCRFT ADVANTAGES vs. STANDARD INSURER PLACEMENT

CONTROL

- ESCRFT members are allowed to decide/approve key coverage elements to their program; both individually, (i.e. deductibles and limit amounts), as well as collectively, (i.e. new or additional coverage features and enhancements to the program offering). *This contrasts with “off the shelf” products typically offered by other school insurers on a “take it or leave it” basis.*
- Unlike most traditional insurers, ESCRFT, is interactive with member/policyholders. *YOU will determine insurance claim management and handling, risk control focus, as well as overall administration of the program. YOU have a say - It’s not decided for you.*
- When you, and all members, make funding contributions to the Trust - unlike insurance companies – YOU (the Trust) keeps investment income. *YOUR money stays within the Trust as a direct benefit to the Trust.*
- ESCRFT only insures schools in Indiana who are similar to you. Insurance Companies, on the other hand, have a mix of policyholders, consisting mostly of non-school accounts – some of whom may prove risky or unprofitable, affecting the pricing of an entire book of business. *ESCRFT will never be victim of adverse underwriting decisions regarding non-school business.*
- All essential services: management, claims, legal advice for instance, are evaluated by the Trust members and serve the Trust in accordance with satisfaction and value delivered to the Trust. *These critical services are not left to chance or dependent upon agreements in place that best serve an Insurance Company.*



RELIABILITY

- All carriers selected to provide insurance support to the Trust, (beyond “pooling” parameters, are AM Best A-rated and are financially secure. *Participating carriers are decided by and approved by ESCRFT membership on an annual basis.*
- Financial stability – whether by means of traditional insurance or pooling arrangement – is essential to ongoing health of your school organization. ESCRFT “funding,” is not only competitive with traditional Insurance Company “premiums,” it’s also by nature, more stable. *Your budgeting process is more accurate as pricing does not become subject to market cycles creating wild swings in premiums within the insurance industry.*

TRANSPARENCY

- ESCRFT operates under authorization from the Indiana Department of Insurance. IDOI is fully informed of the Trust’s status, progress and changes, and is considered a valued partner.
- All expenditures, (whether for payment of covered loss, insurance support, management, adjustment and legal fees), are fully disclosed and continually communicated to the group. New or unusual expenses must be approved by membership. *Members know where money goes as part of their active management of the entire program. This contrasts with Insurance Company premiums, part of which – recent headlines inform us – have gone toward lavish executive offices, corporate junkets and risky investment.*