

# THOMCO & ZURICH EMS Safety Net Seminar

June 8 – 10, 2005



# What is THOMCO

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- Independent contractor for underwriting
- 12 Insurance Programs available Nationwide

# THOMCO Programs



This insurance program is not endorsed or associated with the U.S. Department of Health and Human Services Head Start Program.



# Relationship Between THOMCO and The American Agency?

- THOMCO acquired The American Agency January 1, 2005
- The American Agency has insured EMS since 1980
- 33 companies and markets have exited EMS markets in this time span
- The American Agency (now The American Agency Division of THOMCO) has never left the market

# What Makes The American Agency Division So Special?

- Howard Handler, Kent Clements, & Bill Leonard
- Knowledge
- Integrity
- Financial Stability of Insurance Company (ZURICH)
- Risk Management Services
- Customer Service
- Good Value Proposition for Insured

# THOMCO Support of The American Agency Division

- Systems = Even better Customer Service
  - Example: Cycle Times, PDF Policies
- Support for Risk Management Services
- Actuarial Services = Reconcile lowest price possible and insurance company profit



ZURICH

# ZURICH

- Gross Written Premium (2004): \$49 Billion
- Capital and Surplus (2004): \$22 Billion

Financial Ratings:

<u>Rating Agency</u>	<u>Rating</u>	<u>Outlook</u>
A.M. Best	A (Excellent)	Stable
Fitch's	A	Positive
Moody's	A2	Positive
Standard & Poor's	A+	Stable

- More Important to You: 15 uninterrupted years providing insurance coverage for EMS (via The American Agency)
- Started insuring EMS companies in 1968. 37 years later, ZURICH remains the EMS Industry leader in providing insurance coverage

# Thank You for Participating

- Your industry Saves Lives!
- Your presence = Commitment to safety
- Hope to make this annual event
- Will e-mail short survey after: How Can We Improve!