

Assess and Optimize Your Insurance

American Indian Tourism Conference
Isleta Pueblo, NM

September 19, 2018

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Chief Executive Officer

PROPERTY. LIABILITY. WORKERS' COMPENSATION.

The only 100% Tribally owned and operated insurance carrier in Indian Country.



AMERIND Risk

Tribes Protecting Tribes.

502 Cedar Drive | Santa Ana Pueblo, NM 87004
(505) 404-5000 | TribesProtectingTribes.com

Presentation Objectives

- Insurance comparison
- Cost of Risk – Same for all
- Elements of Risk Management

Comparisons

Commercial Program

Non-Indian focused
State regulated
State law and courts
Profit and taxes
Inflexible
Attorney focused
Unlimited Liability
Requires waiver of sovereignty
Higher cost
Investor controlled

Specialty Program

Indian focused
Operated under Tribal
Sovereignty
Tribal law and courts
Profit and tax exempt
Flexible
Arbitration focused
Limited or Unlimited Liability
No waiver of sovereignty
Lower cost – 10-25% savings
Tribally controlled

Cost of Risk = Claims + Expenses

Tribe's Claims \$100		
	Insurance Company	Self Insured
Claims Funds	60%	70%
Operations	30%	18%
Taxes/Fees	7%	0%
Commission	10%	0%
Reinsurance	0%	7%
Profit / Sustainability	10%	5%
Tribe's Cost of Risk	\$157	\$130

Four Key Elements

Coverage	Risk Financing
Loss Prevention Claim Management	Goals Metrics

Coverage vs. Risk Financing

- **Coverage:** Possibly the most neglected part of the insurance transaction. Do not overlook this section, because it influences the cost of coverage.
- **Risk Financing:** Multiple methods for financing risk, insurance is only one method. Others include contractual transfer, self funding, deductibles, Waivers, etc.
- **Cost of Risk = Losses + Expenses**

Safety Program

- Property and people protected
- Reduced Expenses
- Improve acts of people
- Exercise of Sovereignty

Loss Control

- “You pay for your own losses!”
- Identify loss drivers by entity, shift, occupation, etc.
- Develop a plan for Loss Control/Claim Management
- Implement Supervisor/Employee training
- Assist in developing a Management/Accountability system
- Premium is nothing more than an installment plan for paying your own losses

Claims

- Develop claims integration process
- Coordinate and implement communication protocol
- Establish quarterly claim review meetings
- Establish online reporting and review

Thank you!

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