Brokers
Reliance
Alternative Market Experts

OUTSOURCING EXPERTS

WORKERS COMP – RISK MANAGEMENT– PAYROLL – HR – BENEFITS

www.reliancebrokers.net

Who We Are...

Reliance Brokers is the nations premier PEO and Employer Services wholesale brokerage firm. Providing the most qualified and cost-effective solution for our clients is our mission. Unparalleled service, support, and transparency to every client is quintessential in our approach to business and ensures a smooth transition to the new outsourcing solution.

CEO PROFILE

Chris Carlino

Bringing decades of experience and expertise in the complexities of outsourcing, commercial insurance, and PEO management.

The Company Difference

PARTNER FOR AGENTS

Reliance Brokers works with hundreds of independent agents, brokers, and general agencies across the country. We understand the sensitive relationship between agents and their clients. Providing a simple submission process, quick turn-around on quotes, and competitive commissions helps our agents win new business and retain their renewals. We are experts in navigating the PEO underwriting process to achieve the most competitive rates for our clients. Our relationships and substantial book of business gives us leverage other brokerages just don't have.

While we are extremely high volume, we pride ourselves in not just being a "quote machine". Instead, our staff will facilitate the entire submission, underwriting, presenting, and enrollment process for our agents and clients. We are not transactional. We provide our agents and clients a valuable partner, consultant, and advocate to help navigate the entire process to completion.

High-Risk
No Problem!

We prefer hard to place, high hazard, high MOD workers comp risks. We specialize in high-risk alternative workers compensation programs and take a creative approach to loss control. More than 30 national Am Best Rated alternative workers compensation and employer services markets available to keep companies out of the assigned risk pool or state fund. We can turn an initial decline into an APPROVAL!

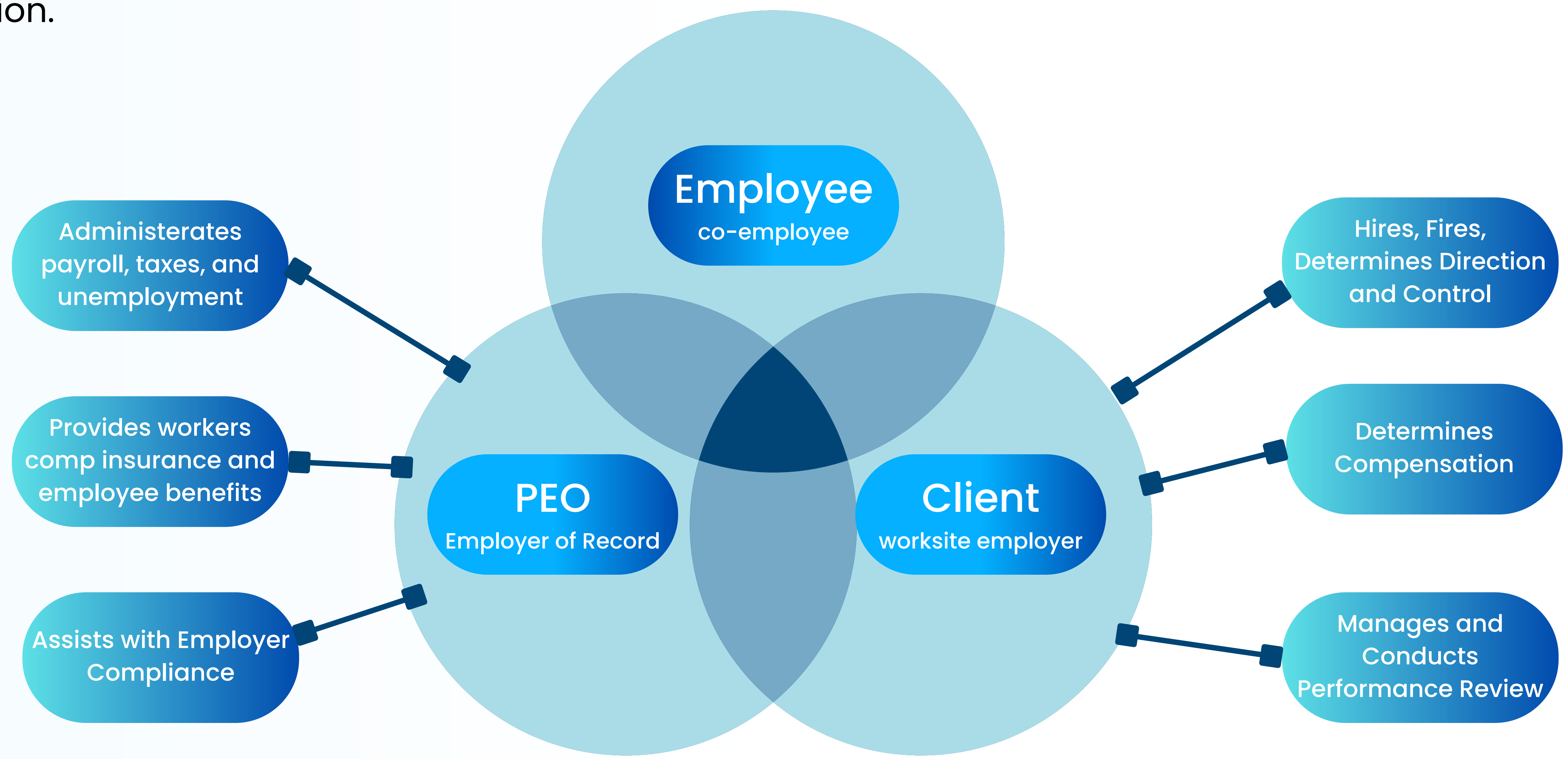
How it Works

Our unique alternative workers compensation and employee benefits programs “pool” many businesses together to achieve an economy of scale which cannot be attained in the standard market. Through an integrated pay as you go workers compensation and employer services program, businesses can effectively improve cash flow, stay compliant with employer regulations, and save 20-30% on your current workers compensation premiums and employee benefits avoiding Assigned Risk or State Fund.

What is a PEO and Co-Employment?

A PEO, or Professional Employer Organization, is defined as a business entity that provides human resources outsourcing services to client companies by using a co-employment relationship. The PEO relationship involves a contractual allocation and sharing of employer responsibilities between the PEO and the client. This shared employment relationship is referred to as co-employment.

Co-employment is a relationship where the PEO acts as the Administrative Employer of Record and the client acts as the Primary Worksite Employer. This relationship is based on a true partnership. Co-employment is the magic ingredient that can give a small business owner the leverage and purchasing power of a large multi-national corporation.



Program Structures
Full-Service PEO

Just as every company has unique needs, not all PEO's are created equal. Services, benefits, and integrations can vary between PEOs and different programs. It is our task to identify those needs and help select the most appropriate solution. Typical PEOs build their service models around liability baring functions of most every business. They are structured to relieve and transfer liability to the PEO and off the client company allowing owners to focus on their area of expertise. Less time spent on compliance and more time spent on GROWING THEIR BUSINESS AND PROFITS!

- Pay As You Go Workers Compensation Insurance
- Payroll & Tax Administration
- Risk Management, Safety, and Claims Administration
- HR Compliance
- Group Employee Benefits & Health Insurance
- Recruiting & Employee Screening Services

Program Structures ASO / Work Comp Only

Some clients may not need a full-service PEO. Many of our programs are modified PEO arrangements which offer WCO (Workers Comp Only) and ASO services (Administrative Service Organization). ASO typically offers the same services as full-service PEO but without the co-employment arrangement.

Our workers comp only programs are modified co-employment arrangements to provide coverage under a master workers comp policy along with safety and risk management support. They are structured as a reporting form where the client can maintain payroll and HR service in-house or with the payroll service of their choice.

- **Pay-As-You-Go Coverage**
- **A Rated Carriers**
- **Guaranteed Cost and Deductible Options**
- **No Deposits / No Audits**
- **Claims Administration**
- **Medical Triage Services**
- **Return to Work Programs**
- **Risk Management / Safety Training / Loss Control**

Target Industries

Thes are just a few of our target industries. We have an appetite and market for most all industries with very few exclusions.

- Construction: Framing / Electrical/ Roofing / Painting / Electrical / Concrete / Landscaping
- Trucking / Transportation / Limo / Courier / AmazonDSPs / NEMT / Towing
- Temporary Staffing / Start-up Acceptable
- Restaurants / Hotels / Hospitality
- Security Guards: Armed / Unarmed
- Manufacturing / Building Opperations / Janitorial

Submission Requirements

Please provide as much of the below information as possible. We are not in the business of quoting. We are in the business of closing deals. The more transparent with competitive informaiton our agents provide, the more business we will write! You can email all submissions to submissions@reliancebrokers.net or upload in our portal.

- Acord 130
- 3-5 Years Currently Valued Loss Runs
- MOD Worksheet
- Renewal or Expiring Policy / Competitive Quote

submissions@reliancebrokers.net
www.reliancebrokers.net/submissions