

# Lippa Insurance Services

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## Company Description

Lippa Insurance Services is a national insurance brokerage firm dedicated to providing risk management, insurance procurement, alternative risk financing, claims administration and professional liability claims management for long term care. Our firm specializes in solving complex risk financing problems in a clear, concise and personal manner.

We offer our clients a wide array of value-added services including developing alternative risk financing programs, interviewing and selecting appropriate counsel, and implementing employee safety incentive programs that virtually eliminate workers compensation claims.

What differentiates us from others is attention to detail, frequent personal meetings to facilitate communication and a high level of accountability. To this day, LIPPA has continued to retain our very first clients that started with us almost 40 years ago.

Dave "Lucky" Lippa is the only insurance broker in the country to have garnered 17 professional designations. This combination of dedication to education and personal experience in a variety of industries sets Lippa Insurance Services apart from all others. Officed in California, Lippa's client base extends throughout the Continental United States.

**Geographic Area Served:** U.S. Only

**Segments Served:** SNF, AL, IL, CCRC

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## 2010/2011 Product & Service Innovations

- **Full Service Litigation Management for Long Term Care:** Lippa Insurance Services provides professional staff and attorney and claim handling liaisons for long term care professional and general liability matters for firms operating in 37 states.
- **Cost Segregation:** Using the superior engineering-based methodology, cost segregation studies segregate personal property from real property, enabling an owner to capture or recoup substantial cash flow benefits by depreciating the qualified assets on a shorter life than the building.

## Suggested Consultative Discussions

- **Best Practices for Reducing Workers Compensation Claims:** We have assisted 200 healthcare facilities in virtually eliminating claims.
- **Alternate Risk Financing Techniques:** We have provided alternative risk financing techniques for clients to reduce the annual cost of risk and improve financial control.



Lucky Lippa  
President  
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