



## Company Description

TIS Insurance Services, Inc. is ranked among the Top 100 Independent Insurance Agencies in the country, specializing in providing innovative risk consultation to employers of all shapes and sizes.

TIS Healthcare Services, a division of TIS Insurance Services, has specialized in providing creative risk solutions to the Long Term Care industry for over 25 years. We work exclusively with Long Term Care providers whether they're SNF, ALF/ILF or CCRC operators, and currently represent greater than 600 facilities for their package, workers' compensation, liability, alternative risk, and employee benefit needs. In the early 1990s, at the height of the workers' compensation crisis, we led the industry by creating self-insured trust funds. In later years, as professional liability costs skyrocketed, we continued to lead the industry through the formation of risk retention groups and captive insurance companies. Today, our HCS group employs 35 people, including on-staff registered nurses, all of whom do one thing: protect Healthcare Providers.

In these challenging times, call on TIS Healthcare Services to provide innovative risk management solutions for your healthcare operation.

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

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

## 2010/2011 Product & Service Innovations

- **Liability and Workers' Compensation Solutions:** TIS HCS has cultivated valuable carrier relationships, giving us exclusive access to products and services for Workers' Comp and Professional Liability.
- **Risk Management:** You can control your losses using the knowledge of our experts including Tra Beicher, our Head of Risk Management Support Services, who authored "Defensive Documentation for LTC: Strategies for Creating a More Lawsuitproof Resident Record".
- **Employee Benefit Solutions:** HCS is focused on understanding your unique employee benefit needs, and can provide solutions that will improve recruitment and retention while controlling costs.

## Suggested Consultative Discussions

- **Alternative Risk Solutions:** A discussion of whether traditional insurance is the best option for your operation, or if you should consider options like captives, risk retention groups, and other vehicles to provide more control and flexibility while mitigating expenses.
- **David v. Goliath:** Learn the benefits of working with a smaller boutique agency and the unique value proposition that enables us to battle the largest brokers working with the largest insurance carriers – and win.



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