



A SECURE ALTERNATIVE TO TRADITIONAL WORKERS' COMPENSATION INSURANCE



## Preferred Healthcare Insurance Group

### Program Description

Preferred Healthcare Insurance Group (PHIG) is a member-owned workers' compensation, professional and general liability captive insurance program. PHIG offers healthcare facilities and medical service providers a smart, strategic solution to these coverages, with an ownership stake and share in the program's underwriting profits and investment income. Members receive best-in-class claims and risk management services with a healthcare focus from two specialists: Eastern Alliance Insurance Group for workers' compensation, and ProAssurance for professional liability. Healthcare Risk Services, LLC serves as PHIG's Program Administrator.

### Prospective Client Requirements:

**In business a minimum of three years and must have had workers' compensation coverage for three consecutive years.** An underwriting exception can be considered for prospects that have been in business a minimum of three years and are just now hiring employees.

**Operational in Alabama, Arkansas, Georgia, Louisiana, Mississippi or Tennessee.**

**Strong risk management philosophy** and willing to partner with our risk management staff.

**Prior three-year incurred loss ratio** must be less than 40% based on projected premium. Underwriting exceptions may be made on a case-by-case basis depending on the cause of loss and corrective measures taken.

**Cooperative in return to wellness efforts** and provide modified duty to return injured workers to wellness as quickly as possible.

**For applicable jurisdictions,** the applicant must agree to implement a physician panel or preferred provider listing, within 30 days of the effective date.

**At least one full-time employee** with a minimum annual compensation rate of at least \$20,000.

**Members are required to collateralize the program.** Collateral is calculated based on a percentage of premium and member ownership.

**Minimum combined workers' compensation and professional/general liability premium** of \$50,000.

For inquiries related to the Preferred Healthcare Insurance Group Program, please contact:

**Curt Melville**  
Regional Director — Inova™  
717.391.5740  
cmelville@eains.com

**Michelle Good**  
Program Executive — Inova™  
717.391.5737  
mgood@eains.com

**Justin Jackson**  
Program Administrator  
Healthcare Risk Services, LLC  
601.665.4853  
justin@hrsins.com

### Eastern Alliance Service Locations:

Charlotte, NC  
Madison, MS  
Franklin, TN

1.855.533.3444

Visit Eastern Alliance:  
www.InovaInsure.com

### BENEFITS

**Stable rates and competitive pricing**— protection from cyclical rate fluctuations associated with the traditional insurance marketplace.

**No common effective date.**

**Potential Program dividends, based on Program performance.**

**Proactive claims handling and medical care management,** and high quality loss control and risk management services, including online services — like Safety.BLR.com.

**Various billing options** and access to Eastern Alliance's exclusive **parallel pay®** "pay-as-you-go" program, which eliminates installment fees, and large down-payments\*, and minimizes audit premium fluctuations.

\* The expense constant and some state injury funds are collected up-front.



Eastern Alliance is a member of the ProAssurance Family of Companies



A SECURE ALTERNATIVE TO TRADITIONAL  
WORKERS' COMPENSATION INSURANCE



## Preferred Healthcare Insurance Group

### **Targeted Industries:**

Convalescent — Nursing Home  
Skilled Nursing Facilities  
Assisted Living  
Independent Living  
Retirement Living Center  
Long Term Acute Care/Step Down/Speciality Hospitals  
Acute Care Hospital, including Critical Access Hospitals  
Physician Groups — CNP's & CRNA's  
Therapy Groups — with own or separate facility  
Pharmacies — *preferably In House or Closed*  
Wholesale Diagnostic Centers  
Outpatient Hospitals and Clinics  
X-Ray Technicians and Clinics  
Urgent Care Facilities & Specialty Surgical Centers



Eastern Alliance is a member of  
the ProAssurance Family of Companies