



POST: Improve Your Financial Stewardship

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Your Key Performance Indicators (KPI's) are the lifeblood of your management process. If you are like most entities, you have KPI's and analytics on many different aspects of your organization. If you don't have them for your risk management/insurance program, it's difficult to stay current with the speed of business.

As an insurance buyer you should ask yourself these questions:

- How has my risk financing/insurance provider impacted our KPI's? (positively or negatively)
- What is the financial translation of that impact on our other metrics? (EBITDA, ownership valuation and productivity)
- How much of that is controllable and what should we do to recapture it?

We'll bet you a dollar to a donut that you don't have the answer to those important questions. At least not in business terms that you can understand and act upon.

But you **SHOULD** have those answers if you are using KPI's in your management decisions and outcome tracking. In fact, if you don't already know those answers, you are probably underperforming.

As Certified Analytic Brokers™, we can help quantify your entire cost structure. That goes well beyond simply your insurance and risk financing costs. We can show you exactly how much money you are currently leaking from your operation.



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If you are like many firms, you may find that your financial leakage is approximately 60% of your premium costs. That is ON TOP of the premium and risk financing costs.

Think about it this way... Take your current risk financing costs and ADD another 60%. How much is that impacting your KPI's? What if you could recapture that? Would you be interested?

So, the choice is yours. Your financial leakage is robbing you daily of achieving your KPI goals. The good news is that it is controllable, and it can be removed or greatly reduced. But first, you must know exactly how much it amounts to annually.

If you would like to know how much financial leakage you are currently suffering, please let us know. As a Certified Analytic Brokerage™, we will quantify and show you that leakage. And more importantly, we will show you the impact of that leakage on your financial success and KPI's. Fill out the [contact form](#) and we'll show you how.



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