USI®

PARTNERING FOR INSURANCE BROKERAGE & RISK MANAGEMENT CONSULTING WITH

# USASA AGM

Presented by:
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September 25, 2024

# Agenda for

- **Introductions**
- **Coverages – membership benefits**
- **Certificates of Insurance**
- **Claims reporting**
- **Emerging Risks**

# Introductions

# Dedicated Professional & Amateur Sports Expertise

## USI SPORTS EXPERTISE

## USI AT A GLANCE


USI ONE® delivers superior client solutions with financial impact

PROPERTY & CASUALTY ■ EMPLOYEE BENEFITS

PERSONAL RISK ■ RETIREMENT CONSULTING

**$2** Over **BILLION** IN **Revenue**

**150+** Years of brokerage experience

*through our acquired agencies*

**10,000+** employees

**500,000+** clients served

**"Top Insurance Employer"** ***Five Years in a Row!***

*Insurance Business America, 2018 - 2022*

- Diversity & Inclusion
- USI Cares
- USI Educates
- USI Community
- USI Green
- USI Wellness
- Summit Awards
- PEAK Awards

AWARD WINNING PROGRAMS & CULTURE

View USI Award Highlights!

*Client logos used with permission. All client program information is kept confidential.

Welcome

# Who is who and what are each of our roles


The USI ONE Advantage®
Appendix

# Coverages – membership benefits

# What is General Liability?

- ***Membership Benefits - General Liability***
  - Bodily Injury & Property Damage protection
  - Rent Fields (certificate of insurance)
  - Buying power for reduced rates and broader coverage
  - Google "USASA Insurance"
    - https://usadultsoccer.com/insurance/
- **FAQ Examples**
  - If a player is registered through their local portal, but it is not disclosed to USASA, are they considered a covered member?
  - Are participants who are at tryouts covered?
  - If a USASA team plays against an non-USASA team is this a covered event?

# What is Participant Accident?

- ***Membership Benefits – Participant Accident***
    - Player, Ref and Coach Injuries while participating in USASA sanctioned game or practice. Policy is secondary in nature.
    - Improved membership experience i.e., online claims filing
- **FAQ Examples**
    - Is there a deductible? Yes, $400 currently.
    - What if I don't have primary insurance?
    - When it the latest to report an injury? 90 days

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# Certificates of Insurance

# Certificates of Insurance"COI's"

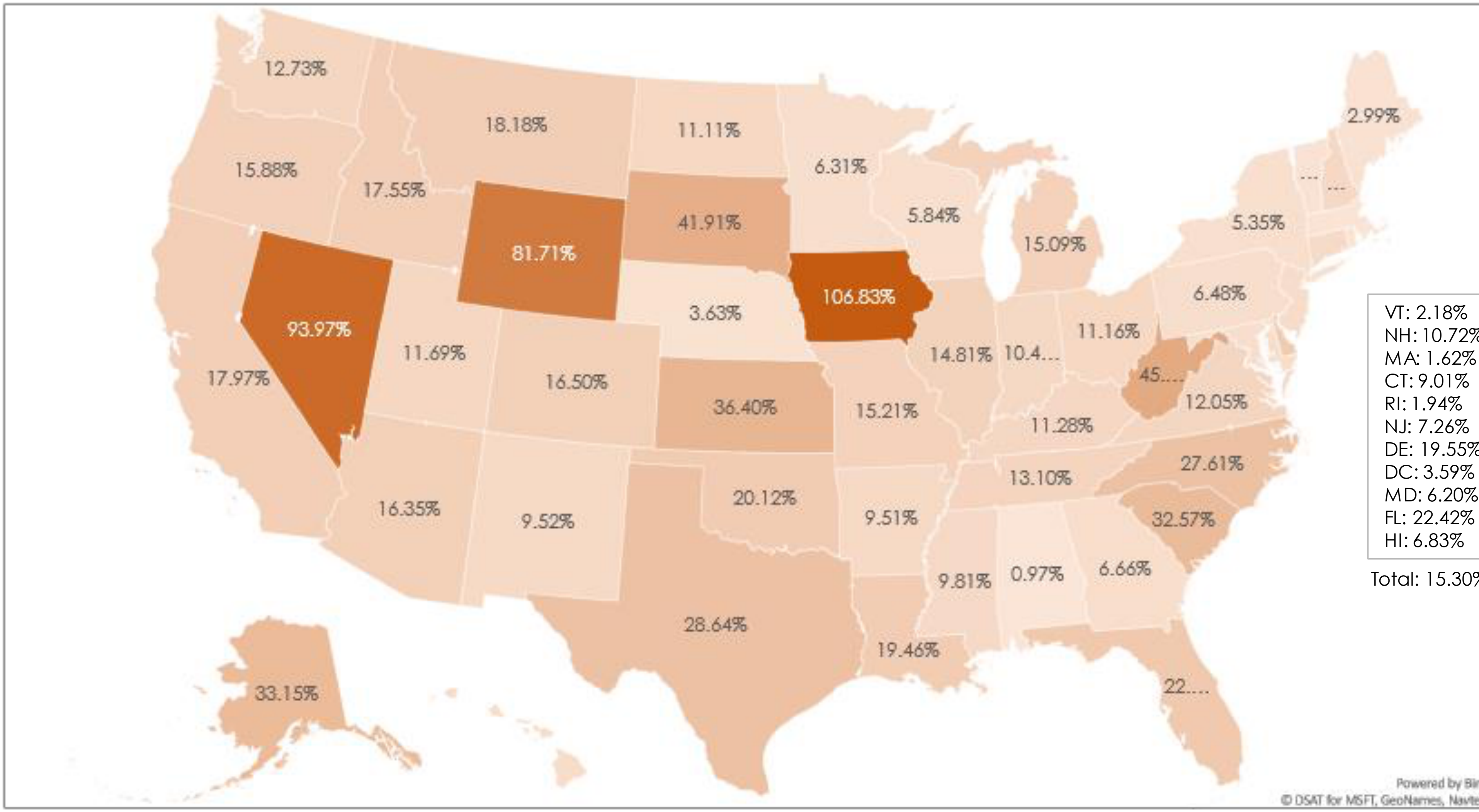
- **Improved Membership Experience**
  - Speed of certificates via E-Certs
- **How do I get my Certificate of Insurance (COI)?**
  - Through USASA website
- **FAQ's**
  - Am I a first-time user? Contact Amber to get you set-up
  - What if venue pushes back for specific wording? Contact Amber
  - Any issues, contact Amber .

# Claims

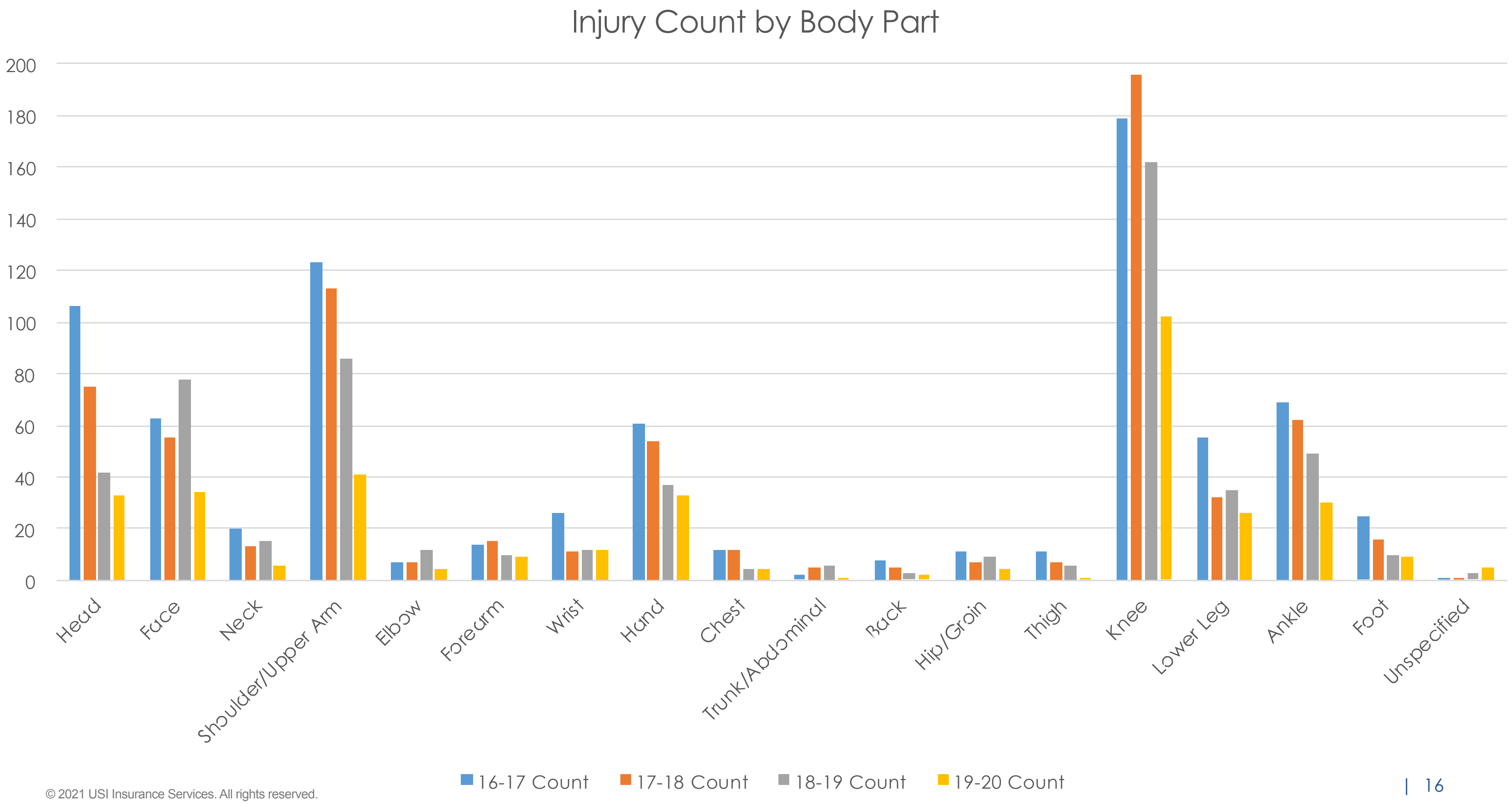
# How are we trending?

- ***Improving membership experience***
    - Automation on accident claims
    - Collecting data for Analytics Reports
- **Emerging Risks?**
    - Facility & Parking lot
    - AED
    - Increasing coverage limits

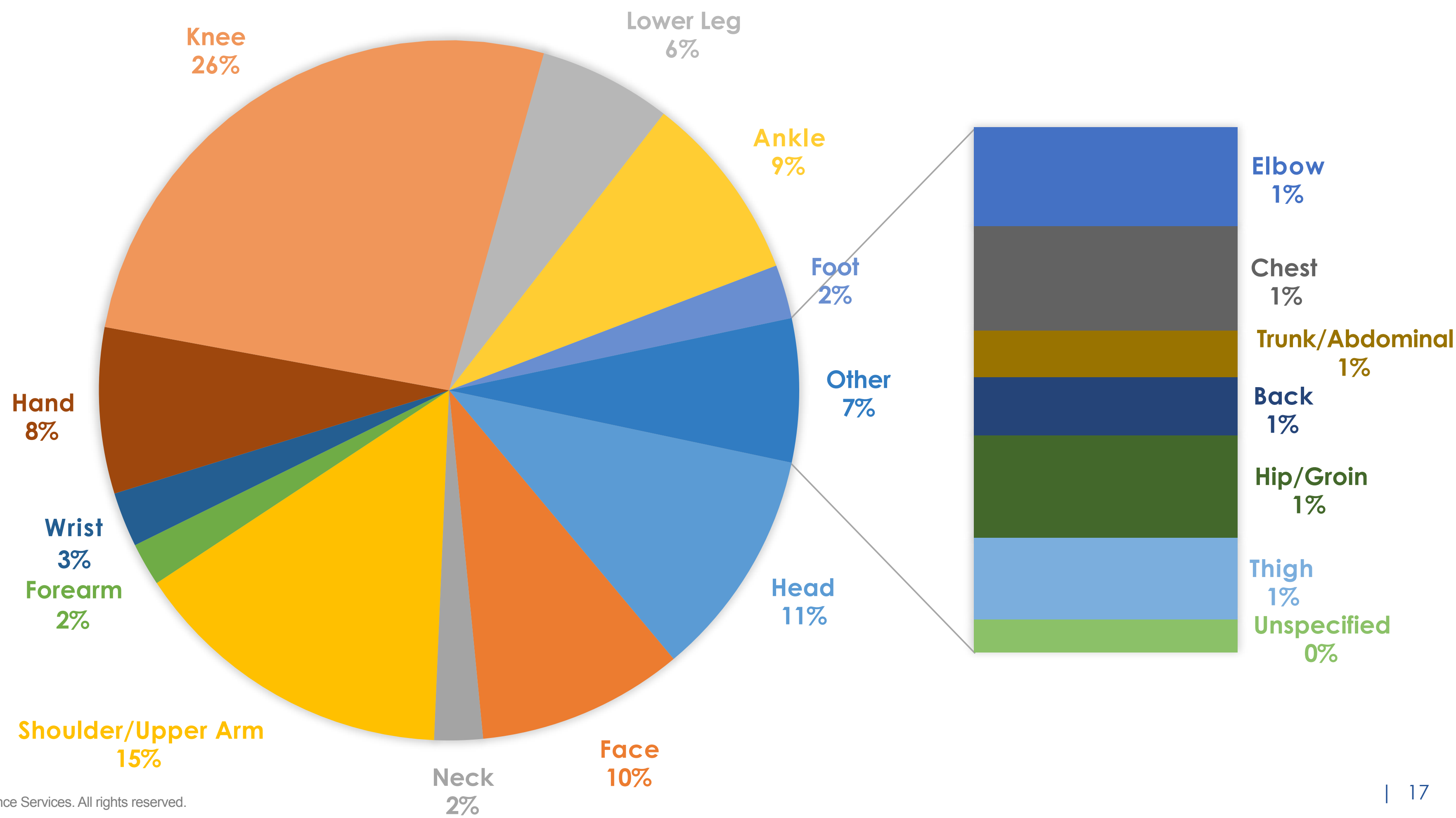

# Percentage of Dollars Paid to Revenue; Three Year Aggregate



# Body Part Analysis



## PERCENTAGE OF INJURIES BY BODY TYPE; FOUR YEARS

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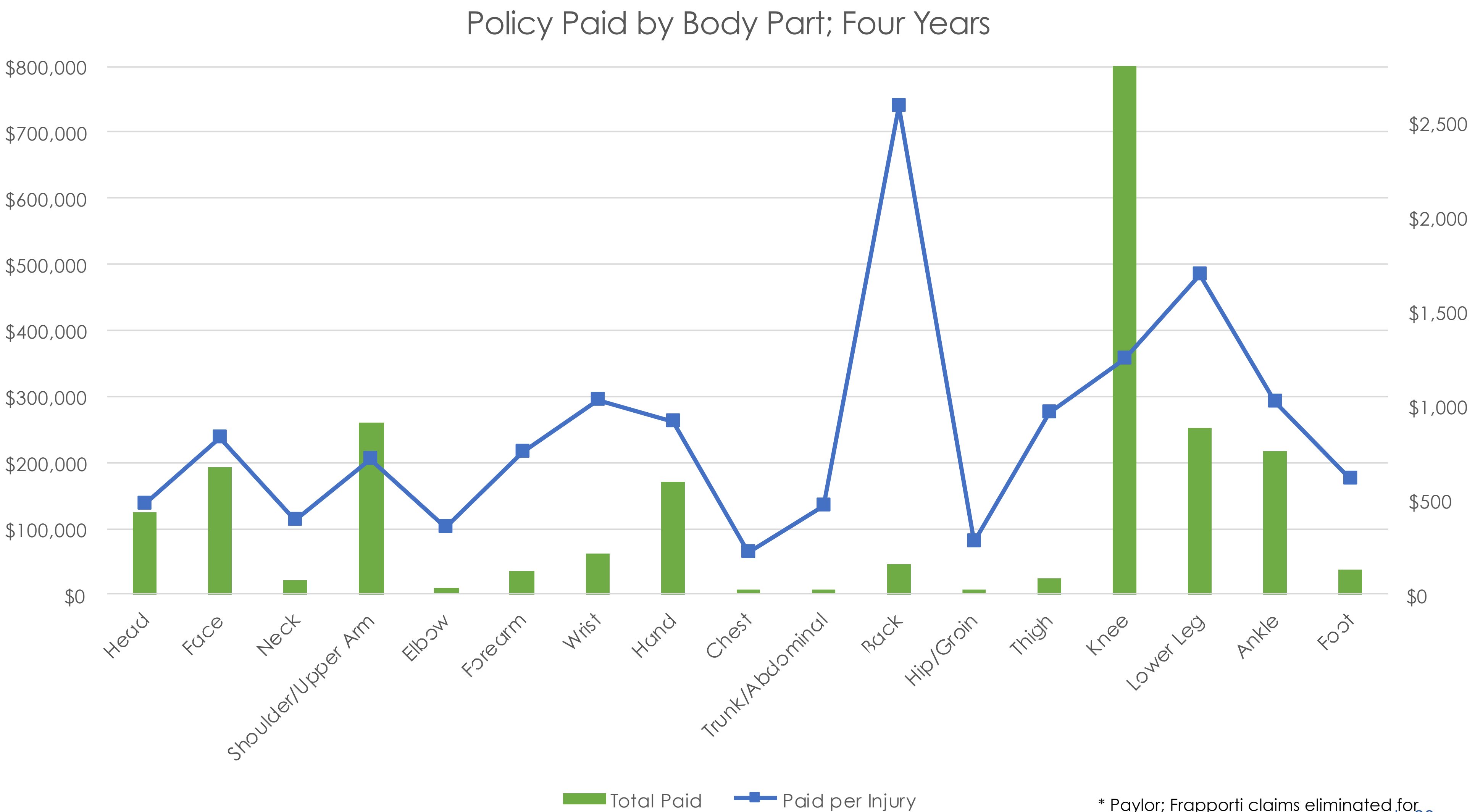


* Paylor; Frapporti claims eliminated for analysis