



Viva la captives!

2022 ANNUAL CONFERENCE • JUNE 27-29, 2022 • THE COSMOPOLITAN OF LAS VEGAS • LAS VEGAS, NV

## An Attorney, a Banker, an Accountant, and an Actuary Walk Into A Casino . . . Getting your OTHER Service Providers Working Together

*Panelists:*

Ben Whitehouse, Butler Snow, LLP      Michael Corbett, Pinnacle Financial Partners  
Nicola Neilon, Casey Neilon, Inc.      Solomon Frazier, Taylor Walker Consulting, LLC  
June 28, 2022

[westerncaptiveconference.org](http://westerncaptiveconference.org)

1



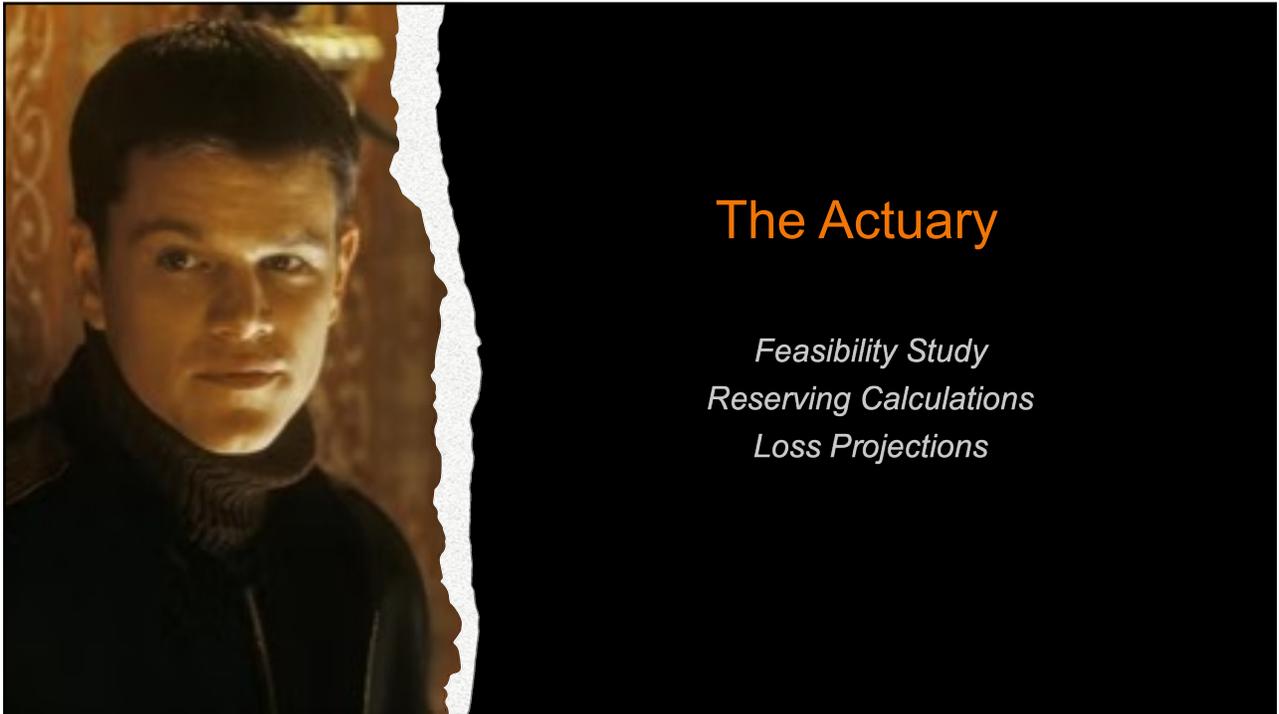
2



## The Captive Manager

*The Man or Woman in the Middle*

3



## The Actuary

*Feasibility Study  
Reserving Calculations  
Loss Projections*

4



## Banker / Investment Adviser

*Banking  
Letters of Credit  
Insurance Investment  
Management*

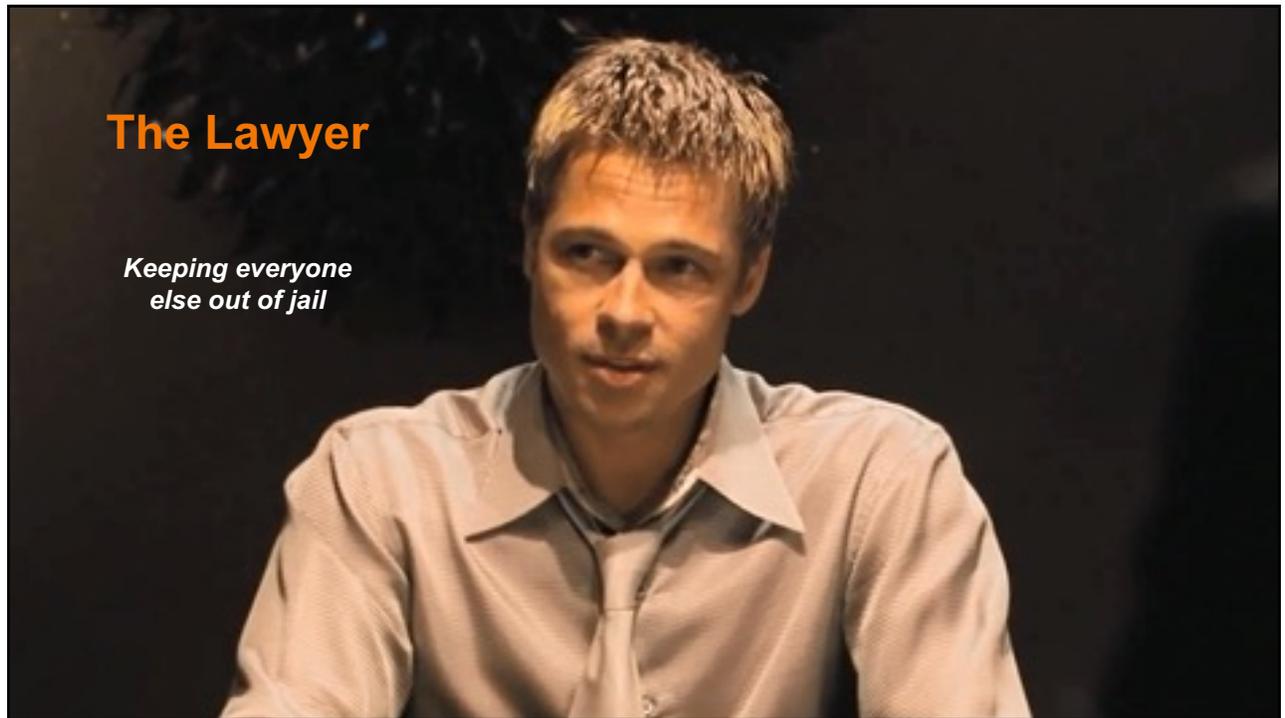
5



## The Accountants

*Books and Records  
or  
Audit / Tax*

6



## The Lawyer

*Keeping everyone else out of jail*

7



Claims Administrator

Program Manager

Reinsurance Specialist

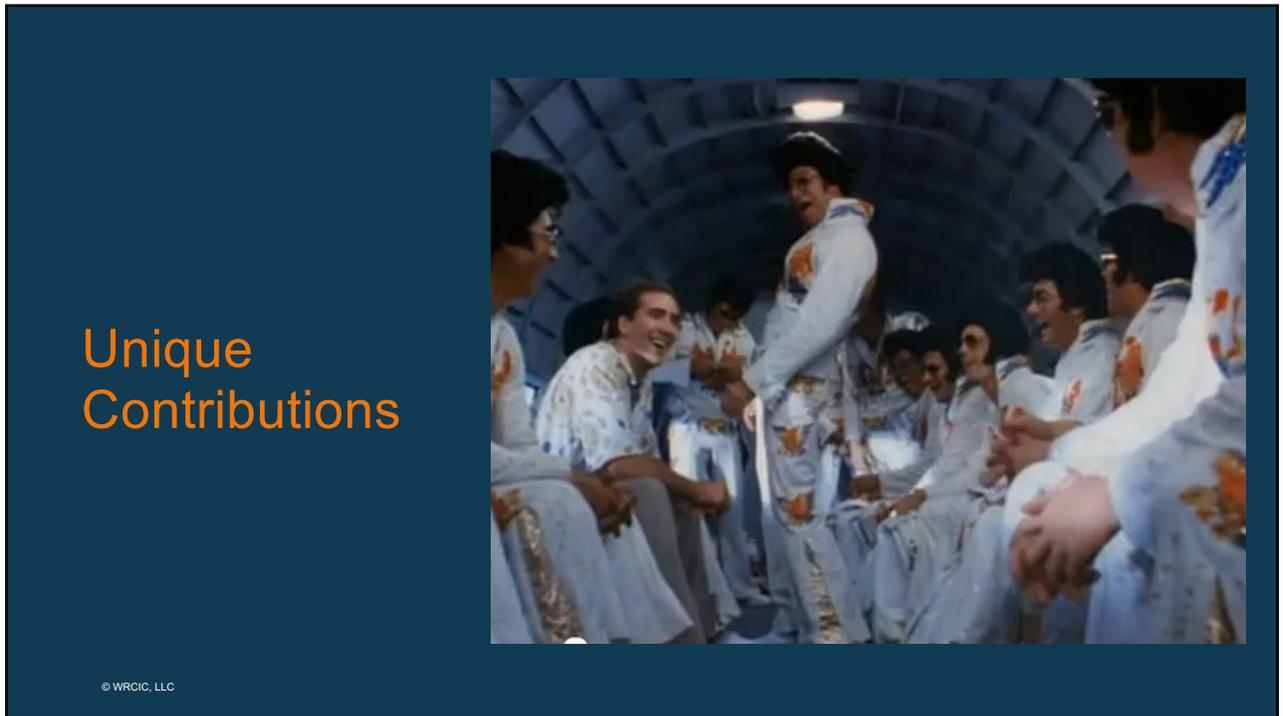
Primary Broker

Risk Manager

8



9



© WRCIC, LLC

10

## Unique Contributions of an Actuary

- Feasibility
- Pricing
- Reserving
- Capital Management
- Reinsurance Decisions

© WRCIC, LLC

11

## Unique Contributions of An Attorney

- Independent advisor
- Zealous advocate
- Troubleshooter
- Intermediary / Problem Solver

© WRCIC, LLC

12

## Unique Contributions of a Banker

- Options
- Experience
- Knowledge

© WRCIC, LLC

13

## Unique Contributions of an Accountant

- Distill numbers into stories that can compel action
- Compliance

© WRCIC, LLC

14



15

## What's the Question you Wish you Were Asked First / Early On?

- Banking
  - Prospecting
  - Formation
- Actuary
  - How will proposed changes impact the captive?
    - Dividends/Distributions
    - New Lines
    - Commutations
    - Capital Contributions
    - Reinsurance

© WRCIC, LLC

16

## What's the Question you Wish you Were Asked First / Early On?

- Accounting
  - Review of procedures
  - Ask for recommendations that will enhance financial reporting
- Attorney
  - Any question – just call early!
    - What is the client's expectation for this program? Let the attorney help set client expectations
  - Prior convictions, adverse administrative actions, civil judgments, etc.

© WRCIC, LLC

17

## Service Providers Late to Join

- What do you need to verify?
- What would you have been able to contribute had you been involved earlier?



18



19

## Contact Information

Ben Whitehouse, ACI

Butler Snow, LLP

(615) 651-6737

[Ben.whitehouse@butlersnow.com](mailto:Ben.whitehouse@butlersnow.com)

Nicola Neilon, CPA

Casey Neilon

(775) 283-5555

[nneilon@caseyneilon.com](mailto:nneilon@caseyneilon.com)

Michael Corbett

Pinnacle Financial Partners

(615) 743-8704

[Michael.corbett@pnfp.com](mailto:Michael.corbett@pnfp.com)

Solomon Frazier, FSA, FCAS, MAAA

Taylor-Walker Consulting, LLC

(801) 502-5748

[sfrazier@taylor-walker.com](mailto:sfrazier@taylor-walker.com)

© WRCIC, LLC

20

# Questions or Comments?

---



© WRCIC, LLC

Western Region Captive Insurance Conference, LLC. - June 27-29, 2022