



You are there for your clients.

**Cove Risk is there for you.**

That's a great partnership.





## **Increase your sales (We've got your back)**

**"I know when I place a client with Cove Risk they are in great hands and I can focus on my next prospect."**

## **WHO WE ARE**

Cove Risk manages self-insured workers' compensation programs, and has been doing so since self-insurance first became an option for Massachusetts businesses over 30 years ago. In fact, Cove Risk has built one of the largest and most successful retail group in the United States. Our six groups — total 5,000 members and \$40 million in premium.

The Cove Risk team is proud of its accomplishments:

- Six profitable Massachusetts and New Hampshire self-insured groups
- Comprehensive safety and claims handling services
- Generated profits are returned to the members' pockets in the form of dividends
- Created strong agent partnerships

**We partner with like-minded insurance agents, who also want to succeed and give the best to their clients.**

## **OUR SERVICES**

**Our sole business is full service third party administration of workers' compensation self-insurance groups.**

Group Administration  
Claims Processing by Experienced Team  
Safety and Loss Control Services  
Excess Placement  
Policy Administration Services  
Financial and Regulatory Reporting  
Offered Through Agent Partners Only



## 99% Retention? That's success

**“Renewals are in January and automatic. My clients always stay with Cove Risk so it is easy for me.”**

### OUR STRONG RELATIONSHIPS

In business, a good reputation can go a long way. That's why Cove Risk takes pride in cultivating relationships with not just our members, but our agents, as well. We are known for taking excellent care of an injured employee, but also for standing behind an employer when a claim is brought that isn't legitimate. Our team is responsive to our clients and agents, and we believe in responding to communications quickly and with personal attention. The result is a 99% retention rate for our clients.

We work hard and collaboratively. We take pride in rolling up our sleeves and diving in to make sure we accomplish our goals. That means we're easy to work with, incredibly responsive, and respectful of everyone's time.

We feel the same way about our agent partners,  
we work for you so you succeed.

### WORKERS' COMP EXPERTS — MANAGEMENT MATTERS

**We've got you and your client covered.**

A small business can never self-insure on their own. Our self-insureds groups allow the small business owner to embrace the same opportunities and benefits as larger businesses. We've proven it works for over 25 years; all profits go back to the members and not a carrier. It's the value we will give your client when they sign up with Cove Risk.

# Workers' Comp

Savings / Paid Dividends / High Retention

Small businesses are at the heart of who we serve.

*6 self-insured workers' comp groups covering various industries*



1

RETAIL (MA) -

PACKAGE STORES, WHOLESALERS,  
CANNABIS, HOSPITALITY, AUTO SERVICES



2

SENIOR CARE - NURSING HOMES,  
RETIREMENT HOMES, ASSISTED  
LIVING FACILITIES



3

MANUFACTURERS -

MACHINE SHOPS, FABRICATORS,  
PRINTING, FOOD MFG.



4

HEALTHCARE - HOSPITALS,

COMMUNITY HEALTH CENTERS,  
HUMAN SERVICE, HOME HEALTH



5

TRADE - GENERAL TRUCKING,  
COURIERS, SMALL FUEL DEALERS,  
AGGREGATE HAULING



6

RETAIL (NH) -

WHOLESALERS, HOSPITALITY, SALONS,  
AUTO SERVICES, GOLF & COUNTRY CLUBS

A partner in your success.

[www.coverisk.com](http://www.coverisk.com)



*Cove Risk Services has been a leading TPA for over 30 years! We manage six self-insured groups offered only through licensed Independent Agents. Not yet a Cove Risk Agent? email: [wccoverage@coverisk.com](mailto:wccoverage@coverisk.com) or call: 781-917-5170*

1 Massachusetts Retail Merchants Workers' Compensation Group / 2 Massachusetts Care Self-Insurance Group / 3 Massachusetts Manufacturing Self-Insurance Group / 4 Massachusetts Healthcare Self-Insurance Group / 5 Massachusetts Trade Self-Insurance Group / 6 Association Members Workers' Compensation Trust (NH)

\* Upfront savings with deviation and other discounts. Past dividend history is no guaranty of future results. For qualified risks only. Participation in a workers' compensation self-insurance group is not the equivalent of purchasing an insurance policy.

## 5 simple steps to quote and bind coverage

1

### ACORD App

Send us a completed ACORD application. We can quickly provide you with a quote prior to obtaining loss information. This will show your client the pricing to determine their interest level in our program.

2

### Loss Runs or No Loss Letter to Cove Risk

If there is an interest, the next step would be 5 years of currently valued loss runs or a no loss letter for accounts under \$5,000 in premium on our MA Retail and NH programs.

3

### Potential Pre-Inspection

A pre-inspection survey, which is not always required except under certain exposures.

4

### Provide Financials

Prior to binding, MA State regulations require the insureds financial information.

5

### Final Approvals

Cove Risk issues OK to bind e-mail, with clearly marked documents to be completed. Send in the checks and documents. Please make sure your client reads the membership agreement and takes note of the self-insured requirements.

We will be there to help with any questions or concerns.

An added benefit to working with Cove Risk is the simple renewal process;

all policies will be automatically renewed prior to January 1st

each year regardless of payment status.



## **Building your business? We've got you covered.**

**“My clients improve safety procedures and reduce claims with Cove Risk’s Safety Services.”**

### **OUR SPECIALIZED ACCOUNT HANDLING SERVICES**

The Safety Services and Claims departments work collaboratively to analyze risks (large or small), make recommendations, and follow through on the Cove Risk commitment to safety. This is done through:

- On-site assessments for prospective participants
- Analysis of claim history
- Identification of potential losses

Once a thorough evaluation has been conducted, the Cove Risk team will recommend improvements if necessary and advise as to whether the company should be accepted into the respective group. By using this standard every time, we're ensuring safety and profitability for all employees and group members.

#### **PROMINENT BUSINESSES WE COVER**

Avedis Zildjian Company	Jessica's Brick Oven
Baron's Major Brands	Kappy's Liquors
Big T&D Trucking	Kelly's Roast Beef
Black Dog Tavern	McKinnon's Marketplace
Boston Beer Works	Martha's Vineyard Hospital
Carleton-Willard Homes	Raw Sea Foods
Direct Tire Sales	Rocky's Hardware
Grill 23 & Bar	Union Oyster House
Highpoint Treatment Center	Wahlburgers



## **Peace of Mind** We are reliable.

**“Cove Risk knows workers’ comp inside and out.  
That’s all they do.”**

Choosing to work with Cove Risk is about establishing a relationship. We’re invested in you, and in supporting your ability to grow your own book of business. That’s why we’re taking the “busywork” off your plate and making it our own.

Our team of professionals will manage every aspect of the workers’ compensation claim process, from coordinating treatment with medical professionals to setting the billing schedule. We’re communicating with you every step of the way, and our team handles every claim with the utmost efficiency, compassion, and professionalism.

That’s why our relationships with agents are long-lasting and productive. Our success depends on your success, and we’re going to help you achieve your goals.

### **READY TO PARTNER WITH US?**

- **We’ll provide expert knowledge and service**
- **Give you and your client peace of mind**
- **Reduce your time, stress and effort**
- **Be a resource for workers’ compensation**
- **Help you increase referrals**

**Call us: 800-790-8877**

You are there for your clients.  
And Cove Risk is there for you.

**That's a great partnership.**

