



AmTrends

AmTrust completes transaction to become a private company

AmTrust announced at the end of November that it has officially become a private company after receiving all of the necessary regulatory approvals, as anticipated.

Evergreen Parent, L.P., an entity formed by private equity funds managed by Stone Point Capital LLC, together with the Karfunkel-Zyskind Family, has acquired the approximately 45% of the Company's issued and outstanding common shares, not already owned by the Family.

Thanks to the initiatives we undertook over the last two years, AmTrust has established the strongest capital base in our 20-year history, with total assets of \$25.76 billion and \$3.6 billion in equity. Our A.M. Best "A-" (Excellent) rating with a Stable outlook and strong capital base have AmTrust well positioned to provide you and your policyholders support now, and in the future.



We are excited to enter this new chapter as a private company and are fully focused on deepening the meaningful relationships we have with our agents, brokers and customers. As we celebrate the 20th year since our founding, we are positioning ourselves to remain a financially strong, stable insurance products and risk services partner.

[Read the full report here](#)

VIP Program hosts annual meeting

The AmTrust Vested Insurance Partnership (VIP) Program, formerly known as the Agency Captive Program, hosted its annual member meeting on October 9, 2018 in Cabo San Lucas, Mexico. Steve Bankes, managing director of AARe, talked about overall growth of the program and officially unveiled the new name (Vested Insurance Partnership Program). He talked about a new toggle switch that will make it easier to designate business for the program and led a panel discussion with VIP member agents.

Troy Winch, CPA, addressed the group and pointed out that the program has delivered an average combined ratio of 81 percent. This number is lower than our non-VIP business by a significant margin, demonstrating the power of leveraging an agents' intuition about risk for our mutual benefit.

Barry Zyskind, chairman and CEO of AmTrust Financial, and Mike Saxon, President of AmTrust North America, offered their perspectives on the VIP program at the 20th anniversary of AmTrust's founding. Matt Zender, Senior Vice President of Workers' Compensation Product Management, talked about the outlook for workers' compensation in 2019, while Bruce Sanderson spoke about non-workers' compensation product opportunities as well as challenges.

The group also heard from Torry Conroy from National General, as well as a panel discussion led by Mike Rogers and Darlene MacKay of Amynta. Their discussion focused on meeting underserved market segments by leveraging our alternative risk transfer capabilities.

We expect the VIP Program will continue to grow and thrive for a very long time, nurtured by our partners and nourished by profitable new business. To learn more about the VIP program, please contact Steve Banks at Steven.Banks@amyntagroup.com.

Learn about our VIP program!

AmTrust Nonprofit – supporting communities through agent partnership and education

AmTrust Nonprofit has been hard at work supporting nonprofits through education. We worked with designated nonprofit agents to sponsor nonprofit-focused forums, and identified local attorneys, accountants, human resources representatives, grant writers and others for these engagements.

As a result, we sponsored three nonprofit-focused events this year:

- **ISU Armac Insurance Services Nonprofit Management Forum – May 9, 2018**
- **ISU Barich Insurance Agency Nonprofit Management Forum and Luncheon – June 7, 2018**
- **C3 Risk & Insurance Services Nonprofit Summit – September 26, 2018**

For each of these events, the goal was to educate nonprofits on a variety of industry topics, such as grant writing, liability management, human resources concerns, accounting and tax issues, labor and employee legal issues and more. We are committed to educating nonprofits to help them succeed, and we look forward to hosting similar events in 2019.



Pictured above is Kerrie Rivas, AmTrust Nonprofit Sales Specialist, presenting at the C-3 Nonprofit Summit.

Learn about our Nonprofit product!

AmTrust PAYO® for agents

PAYO® (Pay-As-You-Owe®) is AmTrust's workers' compensation payment solution. It makes paying premiums an automated process that limits the worries, hassles and inconvenience of other payment solutions. PAYO is a proven sales tool to create and close more new business, while also protecting your current book of business.

Benefits to you

- Compete against the national payroll agencies and professional employer organizations
- No money down to bind workers' compensation coverage at policy inception and renewal
- Save time by reducing the chance of billing, cancellation/reinstatement and collection issues
- Sell more workers' compensation business when using an AmTrust PAYO solution.



Benefits to your insureds

- No upfront money to bind coverage
- No checks to write or invoices to pay
- Better control over workers' compensation business expense

[Learn more about PAYO!](#)

AmTrust launches redesigned PolicyWire and Resource Center



AmTrust's blog, PolicyWire, was recently redesigned to feature a new and improved layout, and a wealth of new blog posts. Check out PolicyWire regularly to stay up to date with the latest news and industry trends.

[Check Out PolicyWire](#)



And while you're at it, take a look at AmTrust's Resource Center – providing you and your insureds useful information about our products and other helpful tools. Find information specific to your region, links to sell sheets for our lines of business and products, access previous issues of AmTrends and more!

[Go to Resource Center](#)

Holiday office closures

In observance of the upcoming holidays, our offices will be closed on the following days:

- **Christmas Day – Tuesday, December 25**
- **New Year's Day – Tuesday, January 1**
- **Martin Luther King, Jr. Day – Monday, January 21**



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