

SUCCESS STORY

Business insurance study

Day Spring experiences \$69K insurance savings with rapid response time

The goal

Day Spring is a non-profit organization dedicated to providing exceptional care and unconditional love to individuals with intellectual and developmental disabilities. While Day Spring's mission is essential to its community, the growing risks of their service, along with past claims, created a major challenge for them when it was time to renew their insurance. Their insurance costs increased, from \$90,000 to \$235,000 annually, which could have a devastating effect on the organization's ability to serve their clients.

The action plan

Recognizing the urgency of the situation, Marsh McLennan Agency (MMA) swiftly intervened when Day Spring discovered that their previous insurance agency delivered an untenable renewal proposal. With only four days remaining before their insurance renewal, MMA took immediate action. MMA implemented a focused and well-planned marketing campaign, reaching out to specific retail carriers and a key wholesale broker partner. Leveraging their industry knowledge and connections, MMA successfully secured the necessary insurance coverage for Day Spring within the tight timeframe. This ensured that the non-profit organization could continue their vital work without any disruptions.

The result

Through MMA's intervention, Day Spring was able to save \$69,000, which can now be allocated towards furthering their mission of serving adults with disabilities.

"In just four days, MMA found, secured, and presented Day Spring with great coverage at a significantly reduced price. In doing so, they secured our partnership indefinitely. It was comforting and exhilarating to witness a determined broker push past challenges in order to outperform other agents and truly deliver the best possible solution. I know Day Spring is in good hands with Kelly Zullo and MMA." - Lauren Hays, CEO, Day Spring

Client profile



Non-profit

30%

decrease in annual insurance cost

\$69K

premium savings

To minimize risk while maximizing health for your non-profit organization, reach out to a member of our non-profit practice today.

Marsh McLennan Agency LLC

MarshMMAMidwest.com

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