

6 Qualities Athletic Departments Should Expect from Their Insurance Broker



Your primary focus is preparing your student-athletes for games. At CBIZ Sports, our primary focus is ensuring your unique risks are covered, now and in the future. While many brokers use the same insurance carriers, CBIZ Sports has national relationships with a wide range of top-rated carriers, resulting in better coverage options — and prices — for you.

To ensure you receive the highest quality service, cost-effective rates, and insurance solutions tailored to your needs, confirm that your broker embodies the following six qualities:

Expectations	The CBIZ Sports Advantage
<p>Expertise in Your Industry</p> <ul style="list-style-type: none"> • Length of time in industry • Client references 	<p>With over 30 years in the industry, CBIZ has extensive knowledge and experience designing creative solutions to help protect your teams from loss. Our risk advisors take a consultative approach that allows us to connect with your institution and gain insights into the issues you face day-to-day concerning student-athlete welfare.</p>
<p>Relationships with A-rated Carriers</p> <ul style="list-style-type: none"> • Broker reputation • Market influence 	<p>If insurance is the right fit to transfer your risk — CBIZ has relationships with every major insurance market in the industry. Our respected position in this business allows us to negotiate the broadest coverage at the most competitive premiums.</p>

Expectations

The CBIZ Sports Advantage

Responsive Service Team

- Support structure
- Service standards

CBIZ's dedicated team ensures you have immediate and ongoing support, as well as deep industry knowledge. We proactively provide recommendations and bring value-added ideas to improve your bottom line. Our team is comprised of former athletic trainers, coaches, and student-athletes that are there for you every step of the way.

Claims Advocacy

- Team of advocates
- Claims process

CBIZ quickly and efficiently handles claim and underwriting issues. This includes assistance with claim filing, management, advocacy and resolution, as well as regular claims-review meetings.

Safety & Loss- control Services

- Cost-containment services
- Efficient administration

We know how to contain costs without compromising student-athlete welfare. Our goal is to identify areas ripe for improvement and constantly build a culture of administrative efficiency that reduces expense.

Ongoing Communications

- Market updates
- Proactive insight

CBIZ tracks trends and best practices that may change how you manage your student-athlete medical expense. An annual evaluation of your program's risk transfer strategy and performance will allow us to consult with you on improvements and recommendations. Our team will communicate with you on a regular schedule, including on-campus, face-to-face visits.

As a nationally approved brokerage, along with our exclusive programs, we can help your athletic department with more than just the risks and exposures related to intercollegiate insurance. Our knowledge goes beyond insurance to include deep insights into the collegiate sports world and student-athlete welfare. With hands-on, personal customer service, we guarantee swift communication and a team who is ready to respond to your needs. As specialists in the industry, we leverage our knowledge and passion to ensure your teams are superiorly protected.

[**Connect with a trusted advisor for a no-obligation consultation and risk assessment.**](#)

Let our team protect yours. Safeguard your intercollegiate sport programs and student-athletes with CBIZ Sports.

CBIZ is a consulting, tax and financial services provider that works closely with CBIZ CPAs P.C., an independent CPA firm that provides audit, review and other attest services.

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