

Salus Workers' Compensation Completes Acquisition of Method Insurance Services,

Salus Workers' Compensation, LLC, Completes Acquisition of Managing General Underwriter and Wholesaler Method Insurance Services, LLC



Nashville, Oct 9, 2019 (Issuewire.com) - Salus Workers' Compensation, LLC ("Salus"), a regional managing general agent ("MGA") and third-party administrator ("TPA"), is pleased to announce that it has completed the acquisition of Method, LLC d/b/a Method Insurance Services ("Method"), a full-service wholesaler and managing general underwriter ("MGU").

Method, which is headquartered in Omaha, Nebraska and has field offices in Arizona and Rhode Island, will form Salus' wholesale and MGU division and strengthen the company's sales and underwriting capabilities. Method's distribution capabilities, which are focused on West Coast and Mid-West States, strongly complement Salus' Mid-South and East Coast presence.

"We're excited to partner with Greg Donsbach, Chris Daley, Julie Richt, and Method's great team of business development representatives and underwriters," said Kirk Manz, Chief Executive Officer of Salus. "The addition of Method not only diversifies our service lines by providing wholesale capabilities but also dramatically expands our distribution footprint and enhances our unique program offerings."

This acquisition further reinforces Salus' ability to provide highly effective, data-driven workers' compensation insurance delivered with a human touch. Salus' proprietary claims protocol enables the

Company to provide competitive premiums for class codes with higher claim frequency and severity of injuries.

“In combining with Salus, we are joining not only a leader in claims management, but also a team that shares our fundamental commitment to providing exclusive, extensive, and responsive services to our customers,” said Greg Donsbach, President of Method “We look forward to adding our service offerings and our extensive carrier and agent relationships to Salus’ growing platform.”

“We’re pleased to join Salus and expand our capabilities with the resources now available to us through this partnership,” said Chris Daley, Chief Underwriting Officer of Method. “Salus’ corporate support, capital access, and marketing abilities will strongly benefit our employees and clients.”

Terms of the transaction were not disclosed.

About Salus Workers’ Compensation

Salus (sey-luhs) is a managing general agency (“MGA”) and third-party administrator (“TPA”) headquartered in Nashville, Tennessee, with offices in Austin, Texas (underwriting and claims management) and Dallas, Texas (claims management and medical bill review). Founded by pioneers in the occupational medicine industry, Salus’ mission is to mitigate workplace injuries and deliver exceptional healthcare outcomes for injured workers, thereby expediting a return to work, preserving families’ economic livelihoods, and enhancing employers’ productivity. Salus serves as the exclusive workers’ compensation program administrator for Worth Casualty Company and currently offers competitive insurance products in AR, DE, FL, NC, OK, PA, SC, TN, and TX. Salus is a WP Global Partners, Inc. portfolio company. To learn more, visit <https://www.salusworkerscomp.com>.

About Method Insurance Services

Method Insurance Services is a full-service wholesaler and managing general underwriter with offices in Omaha, Nebraska. The insurance professionals at Method have extensive experience in all aspects of program management, underwriting, and brokerage sales. Method has a broad appetite for high-hazard, high-mod, mid-market risks and offers workers’ compensation coverage for its distribution partners in the West (AZ, CA, CO, NM, NV and UT) and Midwest (AR, IA, IL, KS, LA, MN, MO, NE, OK, SD and WI) states. The Company serves as a workers’ compensation program administrator for Service American Indemnity Company. To learn more, visit <https://www.methodinsurance.com>.



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Source : Salus

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