

*YOUR OUTSOURCED PARTNER  
FOR RISK AND INSURANCE ISSUES*

**RISK MANAGEMENT/INSURANCE ADVISORS**



**Systematic Approach • Technical Expertise • Efficient Solutions**

## The Firm

Austin & Stanovich Risk Managers LLC is a national firm that specializes in outsourced risk management and insurance advisory services. Based in New England, the firm has offices in MA and RI and clients in more than 20 states

## Practice Areas

### Risk Management

Risk managers are often faced with limited resources to address the continually evolving events that may impact their organizations. A&S helps risk managers to identify problems and then create the appropriate cost effective response whether it is exposure identification or the means to reduce the overall cost of risk.

### Litigation Support

Insurance procurement and coverage misunderstandings will frequently lead to litigation and a multitude of complex issues. Attorneys need an independent and experienced resource to review the issues. A&S, with a broad range of experience including testimony in state and federal courts, provides litigation assistance first in a consultancy role and then in trial situations, as an expert witness.

### Agents and Brokers

Clients may need technical or independent resources to supplement the usual capabilities of agency/brokerage staff. A&S brings expertise, not insurance sales, to agents and brokers in their pursuit of excellent client service. Client satisfaction is a fundamental objective to achieve a high client retention rate.

## Industry Expertise

- Construction
- Education-primary/secondary/higher
- Financial services/Banking
- Government-municipal and state
- Healthcare
- Manufacturing
- Non-profit and religious entities
- Oil/heat

## Services

- *Strategic planning* to achieve long-term risk management objectives.
- Independent *benchmark studies* to test limits, retention and program structure.
- Determine *optimal risk management department staffing* and structure.
- *Exposure identification* for potential risk of loss.
- Develop *alternative forms* of risk financing.
- *Due diligence* for merger, acquisition and divestiture activities.
- Create *insurance specifications* for bidding process.
- *Manage insurance renewal process* from insurance specifications to proposal review.
- *Review, analyze and compare* complex insurance programs.
- *Analyze insurance policies* for coverage and cost-effective changes.
- Overview *risk control* program.
- Develop *insurance and risk management education coursework* for specific needs.



## Values

- Our most important objective is to clearly understand the needs of our client.
- We practice active listening to understand the needs of our clients.
- We see risk management as a continuous process with both short-term and long-term objectives.
- Risk management objectives can only be achieved through a coordinated team effort.
- We seek to build teams by creating “win-win” opportunities for all parties.
- We manage risk by effectively managing people, activities, teams and relationships.
- Our expertise is most effectively applied as part of a team effort.
- Our thoughtful focus on the details will set us apart.
- A complex problem can be solved by taking a systematic approach and using small, clearly defined steps.



## Principals

### William K. Austin

Bill's risk management career began in 1977. It includes underwriting, consulting, brokerage and seven years as Vice President/Corporate Risk Manager for FleetBoston, an international Fortune 81 financial services company. His experience as a risk manager helped him develop a strategic approach to risk management. He is a speaker and author on risk management topics and is an expert commentator for International Risk Management Institute, Inc. (IRMI).

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### Craig F. Stanovich, CPCU, CIC, AU

Craig is known for practical risk management advice developed from a risk management career that began in 1978 and includes insurance underwriting, risk management consulting and insurance agency/brokerage. He is an author and lecturer on a wide range of insurance topics and is an expert commentator for International Risk Management Institute, Inc., (IRMI) an international resource on risk management and insurance issues. Craig is a CIC faculty member.

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Informative articles and CVs of the Principals are available at [www.austinstanovich.com](http://www.austinstanovich.com).

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