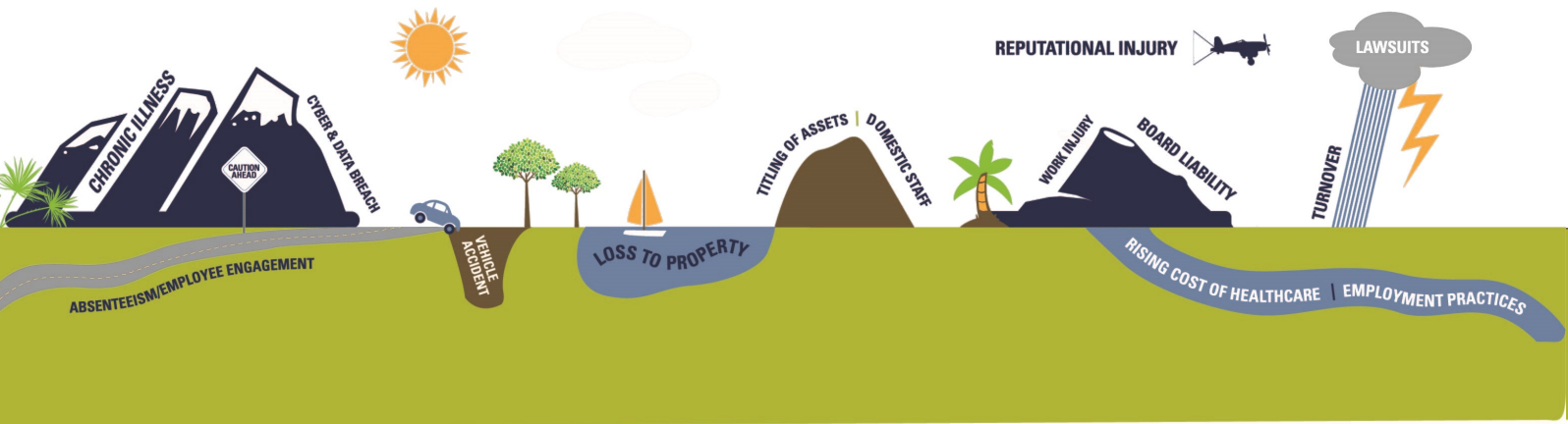


# SUMMER INTERN PROGRAM



The Baldwin Krystyn Sherman Partners (BKS-Partners) Summer Intern Program was designed for college students who have a passion for Risk Management and Insurance! We believe that the time spent with our BKS-Partners team helped elevate the professionalism of our industry while investing in potential future colleagues. We believe the exposure to our colleagues, clients and insurers provided a great perspective of opportunities that exist in the dynamic world of insurance brokerage.

## INTERN PROGRAM

Our internship program is ten weeks – beginning June 1<sup>st</sup> through August 4<sup>th</sup>. Our interns focus in risk management and are exposed to the three primary business segments of our firm: Commercial Risk Management, Employee Benefits, and Private Risk Management. The internship includes:

- Providing an understanding of the vital role of a broker
- Developing partnerships with carriers and vendors
- Identifying new business opportunities
- Presenting to a client / prospect
- Service standards by client size and industry
- Industry Benchmarking
- Marketing / Renewal process
- Enhancing presentation skills
- Developing time management skills
- Exposure to additional resources and reference material to supplement their formal classroom training

### About Baldwin Krystyn Sherman Partners

BKS-Partners is an award-winning independent insurance brokerage firm providing private risk management, commercial risk management, employee benefits, and Vitality™ programs to clients wherever life takes them throughout the U.S. and internationally. BKS-Partners has been named Insurance Journal's 2016 Overall Best Agency to Work For and Best High-Net-Worth Insurance Brokerage Firm in 2016 and 2015 by *Private Asset Management Magazine*. One of the largest privately held firms in Florida, BKS-Partners takes a holistic and boutique approach to insurance architecture and risk management. The firm builds personalized client relationships and utilizes a proprietary process called RiskMapping™ to examine client lifestyles, passions, professions and business ventures. This innovative approach generates a 360° view of each client's unique risk profile. BKS Holistic Protection™ is then custom designed, which provides integrated coverage for all areas of a client's life. Headquartered in Tampa, with five offices located throughout the state of Florida, BKS-Partners is driven to make a difference in the community, rewarding colleagues' community involvement and supporting more than 40 charitable organizations.

## INTERNSHIP PROGRAM

Our interns spend time with each of our Business Segments throughout the summer program. This allows our interns the opportunity to learn the characteristics that make each team unique and how their role plays into providing our clients holistic protection.

### COMMERCIAL RISK MANAGEMENT (CRM)

- Prepare summary of coverages for a client
- Analyze a Work Comp experience mod
- Agency Management System navigation
- Claims reserving overview
- Carrier / Industry Marketing overview
- New & Renewal Business proposal process
- Coverage comparisons
- Certificates vs contract requirements
- Custom Risk Services 101
- Roles and Responsibilities of CRMG



### EMPLOYEE BENEFITS (EBG)

- Develop Executive Summaries and presentation collaterals
- Identify wellness opportunities for clients
- Prospecting new clients
- Renewal process, including Open Enrollment
- Compliance tools and resources available
- Compliance audits
- Claims Reviews
- Stewardship reports
- Roles and Responsibilities of EBG

### PRIVATE RISK MANAGEMENT (PRM)

- New business life style diagnostic and prospect proposal process
- New client on-boarding process
- Agency Management System navigation
- Prepare presentation collaterals
- Identifying Centers of Influence and referral sources
- Specialty Practice experience (Marine & Aviation)
- Roles and Responsibilities of PRM

## FINAL PROJECT

At the end of ten weeks, interns will present to partners their completed project assignments, how the projects will impact the business and what was their learning and take away. Cash prizes will be awarded for best presentations.

## LOOKING AHEAD

We look forward to the 2017 recruitment season and meeting the next group of intern superstars!

