

# COMPANY PROFILE



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The RMC Group began as an actuarial consulting company and life insurance agency in Chicago, Illinois, in 1974. From there, it has grown to an international conglomerate with offices throughout the United States and Caribbean. In addition, its scope has expanded to all areas of risk management, insurance and employee benefits. Its members include, not only the original actuarial consulting company and life insurance agency, but also a legal reserve life insurance company, a property and casualty insurance company, a property and casualty insurance agency and captive insurance company manager and a technology company.

The purpose of this Company Profile is to introduce or, in some cases, reintroduce you to the members of The RMC Group. We are proud of our growth and of what we have accomplished. For fifty years, we have provided business owners with the products and services you need to protect your investment in your business, provide security for your family and ensure a well-financed retirement. Whether we work directly with you or with your insurance agent, financial planner, accountant or other advisor, our goal is the same – to be your source for cutting edge products, programs, technology and services that address your risk management, insurance and employee benefits needs.

Our mission is to be a world leader in risk management consulting. A business cannot be successful unless it has provided for the mitigation of both foreseeable and unanticipated risks. This includes protecting the business from risks ranging from property damage to emerging risks that might cause an interruption to normal business operations. It includes protecting the business from the death of key employees and providing for a succession plan. It includes developing a first-class employee benefits program to attract and retain the best employees and to provide for the retirement security of owner-employees. Whatever your needs may be, you can trust The RMC Group to be there to help you protect your business, provide for your family and secure your retirement.

We hope that you will enjoy learning more about the members of The RMC Group. We look forward to working with you.

Sincerely,

Ray Ankner  
*President & CEO*

# EXECUTIVE TEAM



**Ray Ankner**  
President & CEO



**Jeffrey Bleweis**  
Executive VP &  
General Counsel



**Joseph Badway**  
Executive VP & CFO



**Mark Elwell**  
Executive VP of Risk



**Tamara Middleton**  
VP of Pension Operations



# ENDEAVOUR REINSURANCE

Endeavour Reinsurance Company Limited is a legal reserve life insurance company engaged in the business of issuing life insurance, annuity and reinsurance contracts. It was formed as RMC Reinsurance Company Limited in the British Virgin Islands in 1998 and was renamed and redomiciled to Nevis in 2019. Its administrative offices are in Bonita Springs, Florida.

Endeavour has a 20-year history of issuing profitable life insurance and annuity contracts. In addition, it has entered into reinsurance contracts with major US carriers. Endeavour annuity contracts serve as the investment vehicle for many of the captives managed by RMC Consultants. In addition, Endeavour has issued life insurance contracts to many of the welfare benefit plans administered by CJA. As the business of CJA and RMC Consultants grows, it is expected that the business of Endeavour will grow as well.



# RMC PROPERTY & CASUALTY

RMC Property & Casualty, Ltd. is a property and casualty insurance company licensed in the Island of Nevis. It was formed in 2010 and is engaged in the business of issuing insurance and reinsurance contracts.

RMC Property & Casualty works in concert with RMC Consultants in providing insurance services to the captives managed by RMC Consultants. RMC Property & Casualty enters into reinsurance agreements with the captives, for which RMC Property & Casualty receives significant ceding fees. Over the years, RMC Property & Casualty has been a party to over 100 reinsurance agreements.

In addition to the foregoing, in 2019, RMC Property & Casualty entered into a reinsurance agreement with an A-rated US carrier to reinsure specific and aggregate stop-loss risk from self-funded health plans. We have seen an exponential growth in the number of employers interested in adopting a self-funded health plan.

Almost all of those employers are also interested in stop-loss insurance. RMC Property & Casualty's reinsurance partner is one of the largest and most well-respected issuers of stop-loss insurance and does a significant amount of business in the US. Historically, this business has been very profitable, so, as the program matures, RMC Property & Casualty anticipates that its revenue from stop-loss insurance will increase substantially.

In addition, RMC Property & Casualty has the ability to reinsure a portion of its risk with a captive owned by an employer procuring stop-loss insurance through RMC Property & Casualty's reinsurance partner. This enables the employer to share in the underwriting profit from its self-funded health plan. This should make it easier to sell both self-funded health plans and captive insurance companies. This is an area of tremendous growth potential. RMC Property & Casualty sees a similar opportunity in other areas of commercial lines insurance and is looking for a fronting carrier in these areas.



# RMC CONSULTANTS

RMC Consultants, Ltd. is a Nevis corporation. Its administrative offices are in Bonita Springs, Florida.

The business of RMC Consultants is two-pronged. First, it provides risk management consulting services to small and mid-sized businesses across the country. It surveys a client's insurance risk and existing insurance program and makes recommendations to the client on how to better manage its risk. Oftentimes, the recommendation is a captive insurance company.

RMC Consultants is one of the oldest and most respected captive insurance company managers in the world. RMC recently prevailed against the IRS in a legal dispute regarding captive insurance management - [read about that here](#).

RMC Consultants assists its clients in the incorporation and licensing process, helps the captives obtain actuarial and underwriting assessments, assists the captives in the issuance and management of policies and assists the captives in the adjudication and payment of claims.

It is authorized to act as a captive manager in both domestic and foreign jurisdictions, including North Carolina, Nevis and St. Lucia. In addition, RMC Consultants offers clients an incorporated cell company located in St. Lucia. Over the years, RMC Consultants has provided management services to over 100 captives.

RMC Consultants is also a property & casualty insurance agency. It has internal agents, as well as relationships with independent agents. It has relationships with a number of insurance providers. It is currently most active in the southeastern United States, but conducts business throughout the country.

# CJA



CJA is a Delaware corporation with its main office in Bonita Springs, Florida. It is the oldest member of The RMC Group; a predecessor company having been formed in 1974.

CJA is a life and health insurance agency. Over the years, it has entered into marketing agreements with a number of highly-rated insurance companies, including New York Life Insurance Company, MetLife Insurance Company and MONY Life Insurance Company, among others, pursuant to which the insurance companies outsource certain of their marketing and administrative operations to CJA. Historically, CJA has operated through a hierarchy of independent insurance agents and financial planners. CJA has held top-level contracts with its insurance company clients and, then, recruits independent insurance agents and financial planners to sell the products of its client-companies.

These independent insurance agents and financial planners are contracted under CJA's agreement with the companies, and CJA receives a marketing allowance and override commission on the business produced by the agents and financial planners. Over the years, CJA has had over 3,000 independent insurance agents and financial planners in its hierarchy.

In addition to marketing the products of its insurance company clients, CJA has designed and administered employee benefit plans, both welfare and qualified retirement plans. Many of the plans offered by CJA have been funded with the insurance and annuity products offered by its insurance company clients. This provides a unique synergy between CJA's marketing and administrative capabilities.

CJA's distribution system, as well as many of its products and plans, are proprietary and unique to CJA and were developed at great time and expense. In addition, they provide CJA with access to an ever-expanding life and health insurance marketplace and position CJA for future growth.

# FIRST ACTUARIAL CORPORATION

A sister company of CJA, First Actuarial Corporation (FAC), provides third-party administration services to qualified retirement plans. FAC owns proprietary, IRS approved plan documents, which gives it an advantage in the industry.

This assures a client of FAC that its plan document will be fully compliant with the requirements of the Internal Revenue Code and the treasury regulations. It also enables FAC to moderate the costs of adopting a plan, as well as shortening the time required. We have seen a tremendous growth in the number of small and mid-sized employers that are interested in helping their employees prepare for retirement





# PLANGEN

PlanGen LLC (PlanGen) is a technology company which develops, operates and maintains a web-based insurance and qualified retirement plan proposal system. It was born out of a need recognized by CJA. Prior to the development of the PlanGen technology, it could take several days, if not weeks, for an insurance agent or financial planner to obtain an insurance illustration or qualified retirement plan proposal for a client. The agent or financial planner would have to submit hard-copy information to an insurance company and wait for the company to produce the illustration or proposal. Often, a client would lose interest before the insurance company could provide the information needed to make the sale.

PlanGen technology revolutionized the illustration and proposal process. With PlanGen, an insurance agent or financial planner, with a laptop, can produce an illustration or proposal in front of his or her client within minutes. The information is submitted online, and the PlanGen system produces an actuarially-sound and legally-compliant illustration or proposal immediately.

In addition, the agent can modify the illustration or proposal, while sitting with his or her client, to better reflect the client's budget or retirement needs. The PlanGen system keeps track of illustrations and proposals produced by an agent or financial planner. It also provides identity modeling so an agent or financial planner can enhance his or her brand.

The PlanGen system can produce plan proposals for defined benefit pension plans, including traditional and fully-insured plans, and defined contribution plans, including traditional profit-sharing, 401(k) and age-weighted or new comparability plans. It can also provide proposals for cash balance and combo plans. The system tests each proposal for compliance, as it is being produced, and alerts an agent or financial planner if there is an issue with the plan's parameters.

PlanGen makes the system available to insurance companies, agencies, agents and representatives. It currently has contracts with a number of insurance companies and agencies that are actively soliciting end-users for the technology.