



## EXCEPTIONAL RISK ADVISORS

### CONTRACTUAL PERFORMANCE INDEMNITY OUTDOOR APPAREL CEO

#### **Client**

Outdoor snow sports apparel CEO and brand leader in their mid-40s.

#### **Situation**

To boost apparel inventory and keep up with rising demand, a private equity firm injected \$10 million of capital into the apparel company. The client, who was established as the face and visionary of the company, had a back country ski trip planned during the traditional life underwriting process.

#### **Assessment**

In the event of the executive's death, the private equity firm would lose its capital investment. The advisor turned to Exceptional Risk Advisors to find a unique insurance solution for the client's situation.

#### **Solution**

Exceptional Risk Advisors designed a custom contractual performance indemnity solution for the private equity firm covering the client for \$10 million for both death and disability for 90-days while the traditional insurance was fully underwritten.

#### **Result**

The contractual performance indemnity coverage enabled the private equity firm to rest easy knowing their capital investment was protected should the unthinkable happen to the CEO during their ski trip. Furthermore, the advisor deepened the relationship with the private equity firm by finding a solution that satisfied all parties.

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