



# ROUNDSTONE

TURNING RISK INTO RESULTS

## **Roundstone Management, Ltd. and Nationwide Life Insurance Company Announce Managing General Underwriter Agreement**

October 1, 2012

Roundstone Management, Ltd.

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### **For Immediate Release**

**WESTLAKE, Ohio, October 1, 2012** - Roundstone Management and Nationwide Life Insurance Company are pleased to announce a new Managing General Underwriter Agreement effective October 1, 2012.

Through this agreement, Roundstone and Nationwide will focus on Group Captives and will be the only resource for a one-stop, complete, turnkey, group captive underwriting facility offering stop loss coverage.

Michael Schroeder, President of Roundstone, remarks, "We look forward to working with Nationwide as we strive to improve upon our stop loss captive offerings. Our customers will benefit through our ability to deliver a complete underwriting solution in the most time and expense efficient manner in the market. Stop loss group captive growth and successful outcomes are greatly enhanced with Nationwide on our side."

Syed Rizvi, Vice President/Chief Specialty Insurance Officer for Nationwide, commented "We are very excited to partner with Roundstone, a proven captive manager, to bring a unique value proposition to small to mid-size employers looking to share risks through a group captive approach and lower health care costs. The partnership reflects our overall optimism about the continued growth of self-insurance and further expansion of the stop loss market post-ACA."

**Roundstone Management, Ltd. ("Roundstone") based in Westlake, Ohio is an insurance organization focused on the development, underwriting and servicing of alternative risk products, including captives, rent-a-captives and specialty insurance programs. Roundstone offers intermediaries and buyers an expertise in the captive marketplace with an unbundled services approach utilizing the facilities of Roundstone Insurance, Ltd., a class III Bermuda reinsurer registered as a segregated account company. Visit [www.roundstoneinsurance.com](http://www.roundstoneinsurance.com) for additional information and resources.**

**Nationwide Mutual Insurance Company, based in Columbus, Ohio, is one of the largest and strongest diversified insurance and financial services organizations in the U.S. and is rated A+ by both A.M. Best and Standard & Poor's. The company provides customers a full range of insurance and financial services, including auto insurance, motorcycle, boat, homeowners, pet, [life insurance](#), farm, commercial insurance, annuities, mortgages, mutual funds, pensions, long-term savings plans and specialty health services. For more information, visit [www.nationwide.com](http://www.nationwide.com).**