

Foundation Risk Partners

INTERNSHIP PROGRAM

SUMMER 2024



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Foundation Risk Partners is an insurance brokerage and consulting firm built upon decades of industry expertise and leadership. Let us show you how to get the most from your education through our comprehensive summer internship programs. You'll learn from the fastest-growing brokerage in the nation, while earning a competitive income and valuable credits toward your degree.

2000+
Professionals

20
States

110
Cities

161
Locations

141
Acquisitions

TOP 20
U.S. Brokerage

\$500M
2022 YE Revenue

March 2023

PROGRAM SCHEDULE

Position

Paid Summer Internship Program

8-Week Program Dates

June-August 2024, Monday-Friday, 8:00a.m.
- 5:00p.m.

Reporting To

FRP Division Leaders & assigned Mentor(s)

Licenses or Certifications

None Required

Experience Required

Currently attending collegiate courses pursuing a four-year degree with an interest in the commercial insurance brokerage industry.

Internship Contact

Jeff Bader
Executive Vice President, Strategic Initiatives
& Internship Coordinator
Jeff@SipBrokers.com 626-487-8300



FRP COMMITMENT

Foundation Risk Partners is dedicated to providing a learning and development internship program that will provide a meaningful professional experience in which you will be actively engaged across multiple divisions within the P&C industry and our organization. The program will provide assistance in determining where your interests, abilities, skills, aspirations, and professional goals are or may be aligned. During your time with us you will be involved with completing various tasks and responsibilities. Our commitment to you:

- ◆ An “intern first” approach to enrich and provide you a valuable internship program experience.
- ◆ Educate you on FRP’s internal structure and day to day insurance broker operations.
- ◆ Provide professional internal resources to achieve mutual internship objectives and goals.
- ◆ Assign mentors with years of industry experience that will provide insight and professional knowledge to assist with completion of tasks and responsibilities as well as guidance and support throughout the program including:
 - ◆ Frequent communication regarding questions as to the who, what, where and why of our internal company workflows and tasks.
 - ◆ Working with you throughout your internship responsibilities.
 - ◆ Provide professional suggestions and recommendations on your development throughout program
 - ◆ Involvement with insurance carrier meeting and functions after business hours.

INTERN COMMITMENT

To learn and develop your professional skills in the areas of commercial property & casualty insurance, risk management, employee benefits, insurance carrier & wholesale broker operations. Strong organizational skills with ability to work on multiple projects. Proficient with Microsoft word and excel. Successful completion of defined internship objectives throughout the program including an understanding of Foundation Risk Partners services, internal departments and divisions within the company including the following:

- ◆ Marketing & Risk management services for insureds as well as identified prospects
- ◆ Special Project assignments throughout the program
- ◆ FRP Learning Foundation Courses
- ◆ Engaging with insurance industry partners
- ◆ Competing in a sales driven project; allowing you to experience and immerse yourself through a typical middle market property & casualty “sales cycle”
- ◆ Willingness to learn and completion of internship curriculum and group projects
- ◆ Consistent and punctual submissions with individual and group work assignments to mentor(s) and department leaders
- ◆ Actively engaged in the office, insurance carrier meetings, events, participation with mentor(s) regarding interactions with insureds and company underwriters
- ◆ Develop and maintain throughout program professional relationships with company employees, insurance carriers, insureds, and prospects
- ◆ Provide assistance regarding various administrative or service-related responsibilities
- ◆ Maintains accountability for his/her actions and activities, both personally and professionally
- ◆ Actively participates in insurance industry lectures/presentations providing insights to multiple avenues for success within the insurance industry
- ◆ Adheres to company policies, procedures and rules governing professional staff behavior and abides by company policies governing the observation of confidentiality and the handling of confidential information
- ◆ Responsible for defined professional goals and activities
- ◆ Apply professional knowledge acquired through FRP Learning Foundation platform and other classroom programs
- ◆ Consistent and punctual in the submission of all work-related assignments
- ◆ Complete weekly activity reports and other forms required as learning tools

PROGRAM OVERVIEW

Sales

- ◆ Understanding the typical broker sales cycle
- ◆ Understanding the FRP process and how it differentiates from our competition
- ◆ Identifying risk & articulating the nuisances of complex subject matters
- ◆ Turning professional knowledge into risk management actions for our clients
- ◆ Preparing presentation of solutions
- ◆ Understanding personality styles
- ◆ Drive wedges between the incumbent broker when competing
- ◆ FRP's background & Overview
- ◆ Private Equity Sponsorship
- ◆ Meet the CEO & discuss his vision for FRP's future
- ◆ Met the CFO & learn finance roles within FRP
- ◆ Leveraging scale to provide EB solutions
- ◆ Sales Strategy & Prospecting and growing a large Book of Business (Employee Benefits)
- ◆ Self-Funding and Operations (Employee Benefits)
- ◆ Office leadership and management opportunities
- ◆ Leveraging scale to provide industry leading Risk Management tools
- ◆ Operational Support (P&C)
- ◆ Understanding the Marketing process (P&C)
- ◆ The Sales Mentality
- ◆ Approach to sales from High Earners
- ◆ FRP Sales Academy
- ◆ Understanding the Insurer/Broker relationship
- ◆ Loss Control & impact on our business & our clients
- ◆ Understanding Professional Liability
- ◆ Navigating Small business and personal lines
- ◆ FRP's Life Practice
- ◆ Surety & Bonds
- ◆ Workers' Compensation
- ◆ Claims Management
- ◆ PEO's and pooled solutions
- ◆ Cyber Security

Operations

- ◆ Orientation & Technology Overview
- ◆ Agency management-EPIC introduction & workflow training, as needed
- ◆ Understanding FRP, our story & our goals
- ◆ Developing a basic understanding of insurance
- ◆ Understanding the primary role of the retail and wholesale broker
- ◆ Basic knowledge of agency operations
- ◆ Understanding the Account Manager/Consultant/Analyst role & duties
- ◆ Underwriting process and how it relates to the retail and wholesale broker
- ◆ Understanding the claims process
- ◆ Understanding claims management initiatives
- ◆ Identifying risks
- ◆ Learning the qualities of a consultative retail broker
- ◆ Developing relationships with clients, insurance carriers and organizations
- ◆ Client retention

Marketing & Risk Management

- ◆ Understanding coverage terms and conditions
- ◆ Gathering critical underwriting information
- ◆ Researching markets
- ◆ Understanding insurance carrier appetites
- ◆ Preparing carrier submissions

Program Highlights

- ◆ Fastest growing insurance brokerage in the U.S.
- ◆ Successful internship track record
- ◆ Award-winning workplaces
- ◆ Best-In-Class programs
- ◆ In-House learning university

LAUNCH YOUR INSURANCE CAREER TODAY

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