Title: SIG Underwriting: What Makes a Group a Good Risk?

Summary: Self-Insurance Groups (SIGs) play a significant role in the workers' compensation marketplace, but not all groups present the same underwriting profile. From an excess carrier's perspective, what differentiates a strong SIG from a challenging risk?

This session explores the key factors that excess underwriters evaluate when pricing and structuring coverage, including loss experience, financial strength, governance discipline, claims management performance, and long-term stability. Attendees will gain insight into how SIGs are priced, what drives excess insurance costs, and the practical steps groups can take to improve their competitiveness in the marketplace. The discussion emphasizes the partnership between SIGs and excess carriers, highlighting how transparency, operational discipline, and proactive risk management can lead to stronger relationships and more favorable excess terms.

Sarah Lambrecht, Senior Regional Underwriting Manager – Excess Workers' Compensation at Safety National®. Responsible for underwriting excess workers' compensation for self-insured groups nationwide.

Sarah joined Safety National in 2009, previously serving in various Association Underwriter roles until being promoted to Senior Regional Underwriting Manager in 2024. She holds over 20 years of experience as a workers' compensation underwriter and account manager. Sarah began working with the Public Entity team in 2023, writing multi-line liability coverages for individual public entities. Prior to joining Safety National, Sarah worked as a primary workers' compensation underwriter for a nationwide carrier, specializing in temporary staffing companies, healthcare, and construction accounts.