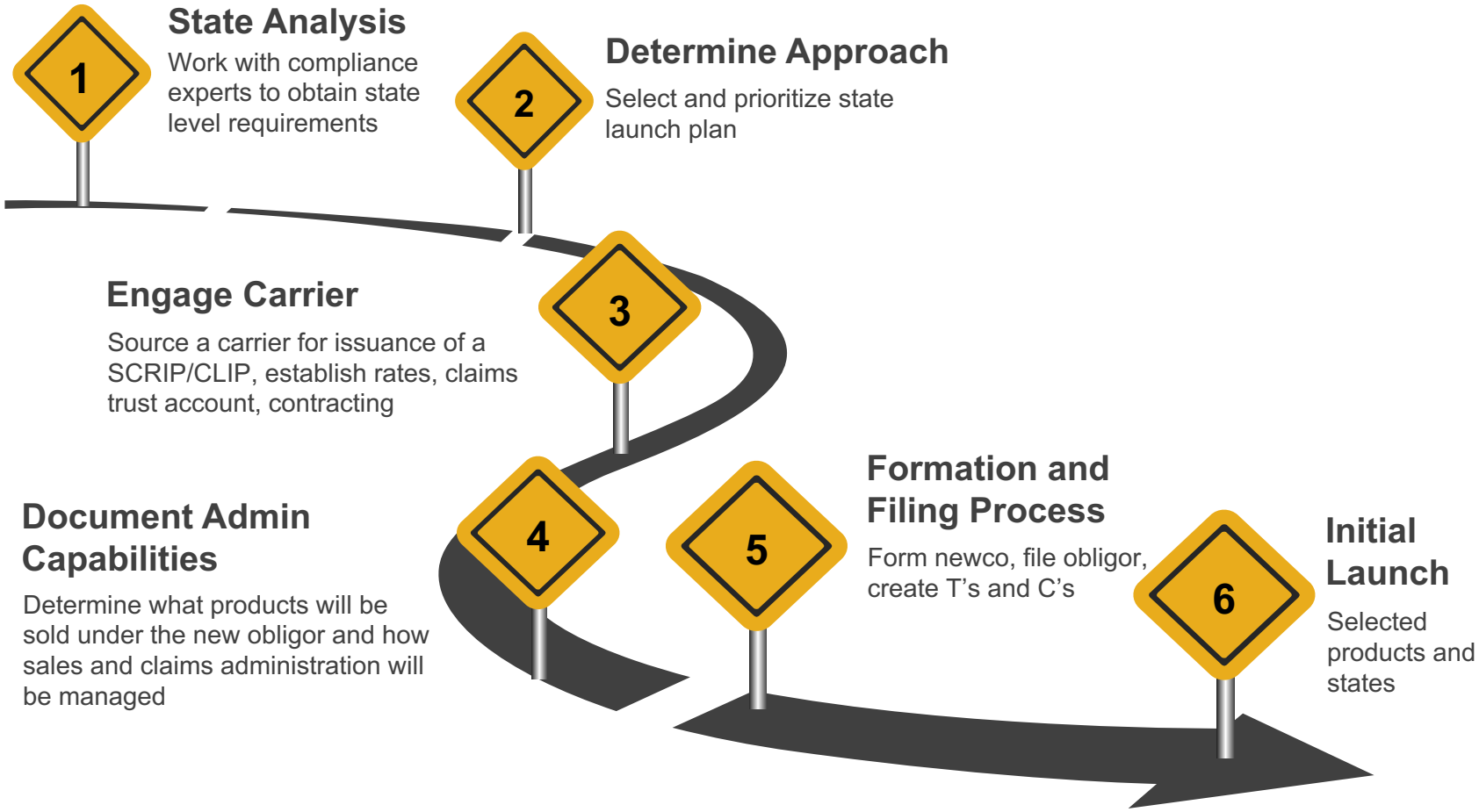
1
State Analysis
Work with compliance experts to obtain state level requirements
2
Determine Approach
Select and prioritize state launch plan
3
Engage Carrier
Source a carrier for issuance of a SCRIP/CLIP, establish rates, claims trust account, contracting
4
Document Admin Capabilities
Determine what products will be sold under the new obligor and how sales and claims administration will be managed
5
Formation and Filing Process
Form newco, file obligor, create T's and C's
6
Initial Launch
Selected products and states