



## Four Lessons Learned while Captive in Grand Junction



Here are four of many lessons learned, emphasized, or reminded of while Captive in Grand Junction.

- 1. When good people get together – good things happen,** ideas are shared, problems are solved, and most importantly – positive relationships are built and many golf balls are lost.

I am humbled to be a part of this group. Being around people who make me better; great people, good people, successful people no matter how you measure success.

- 2. Time well spent.** In today's busy, non-stop world where everything happens fast, time is a premium. By taking time, this group engaged in meaningful, organic, unscripted, insightful discussion. It takes time to get to substance. Time uncovers layers of depth and understanding.

**Captive Insurance:** We need to take the time to discuss your Risk Management and how Captive Insurance enhances risk management. There are layers of depth, and opportunities which can't be utilized unless we communicate and understand. Too many

times, Captive Insurance is addressed only on the surface with quick dismissal. Substance requires work, communication and understanding.

- 3. Everyone needs a coach.** I need a coach! To be consistent, to improve, I need more than just showing up. Like everything, golf includes intricacies, detail, adjustments, and best practices. A good coach teaches, motivates, and continually builds a foundation for where a person is and to where he wants to be. Performance requires action. Highly skilled golfers make the game look easy, yet the skills took countless hours to develop and perfect.

**Captive Insurance:** Even the best business owners need a coach! To be consistent, to improve. Captive Insurance includes intricacies, detail, adjustments, and best practices. In order to execute a more profitable, efficient Risk Management program, business owners need a coach.

Coaching, advising, and educating are a few of the several functions of Alink Captive Insurance Services.

- 4. Expectations.** Managing expectations on the golf course makes for either frustration and disappointment, or peace and enjoyment. The first key to peace and enjoyment is being self-aware of my golf skills or lack there-of. In the scramble format played, contributing to the team is far more important than individual ups or downs. The best teams are the best due to the synergy created as a team.

**Captive Insurance:** Managing expectations for your Risk Management program makes for either frustration and disappointment of sunk costs, gaps in coverage, increased premiums, to name a few, or peace and enjoyment created from understanding and executing efficiency, ownership, and teamwork often with the assistance of owning your own Captive Insurance company.

*“High achievement always takes place in the framework of high expectation.”* Charles Kettering.

*“If you align expectations with reality, you will never be disappointed.”* Terrell Owens

When good people get together – good things happen, ideas are shared, problems are solved, and most importantly – positive relationships are built as well as

# Your Link to Security!

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