



Health Care Insurers  
A Division of  
Risk Placement Services, Inc.

November 2008



## Health Care Opportunities Knock hci Has the Answer



As the largest industry, health care provided 14 million jobs in 2006. The industry is expected to grow 21 percent by 2016. While many sectors have seen a steady decline in employment, health care employment continues to increase. In September 2008, health care employment increased with a gain of 17,000 jobs. In the previous 12 month period, job growth in the industry averaged 30,000 a month.

- Health care employment growth is expected to account for about 3.6 million new wage and salary jobs-19 percent of all wage and salary jobs added to the economy over the 2004-14 period.
- Wage and salary employment in the health care industry is projected to increase 27 percent through 2014, compared with 14 percent for all industries combined.
- Many of the occupations projected to grow the fastest in the economy are concentrated in the health care industry. For example, from 2004-14, total employment of home health aides-including the self-employed-is projected to increase by 56 percent, medical assistants by 52 percent, physician assistants by 50 percent, and physical therapist assistants by 44 percent.

The expected growth is due to:

- Aging population with greater than average health care needs.
- Demand for in home health care and residential care will increase as life expectancies rise.
- Advances in medical technology continues to improve the survival rate of severely ill or injured patients who need extensive therapy and care.
- New technologies make it possible to identify and treat conditions that were previously not treatable.
- Industry growth will occur as a result of the shift from inpatient to less expensive outpatient and home health care due to improvements in diagnostic tests and surgical procedures.

With the increase in health care professionals and facilities comes opportunities for YOU! **hci** has the market expertise and connections to meet the insurance needs of the diverse medical professionals and facilities. We align ourselves with the best carriers in the business to provide comprehensive coverage at competitive pricing. We continually refine our product offerings and our programs to provide the best to our producer network.

Consider **hci** your One-Stop-Medmal-Shop! Call us for all your medical malpractice insurance placements... if you have a medical professional client that comes knocking... **hci** has the answer!

*(From the U.S. Department of Labor / U.S. Bureau of Labor Statistics, 2006-7 Career Guide to Industries)*

### COLORADO SPRINGS

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33607

## Recently Written Accounts

A great big "Thank you" to our great production network of agents! We appreciate your confidence in **hci** and we couldn't do it without **YOU!** These are just some of the recently written new business accounts...



Type of Account	LOB	State	Premium
Home Health	PL/GL	WI	\$ 13,993
Home Health	PL/GL	UT	\$ 4,899
Pharmacy	PL/GL	LA	\$ 14,000
Physician	PL	AL	\$ 18,814
Medical School	PL/GL	AL	\$ 10,000
Staffing Agency	PL/GL	OH	\$ 15,721
Surgery Center	PL/GL/Prop	NY	\$ 44,800
Hospital	PL/GL/Umb	LA	\$ 125,000
Nursing Home	PL/GL/Pr/A	PA	\$ 58,572
Nursing Home	PL/GL	NY	\$ 84,659
Nursing Home	PL/GL	VA	\$ 7,127
Hard to Place Doc	PL	NJ	\$ 85,738

[www.hciusa.com](http://www.hciusa.com)