

SUPPORTING AN MGA WITH RISK MANAGEMENT

THE CHALLENGE

- **The Client:** A rapidly growing specialist Managing General Agent (MGA) had entered a significant transitional phase, following a sustained period of strong organic growth and the appointment of a new CEO
- **The Request:** The Client required a comprehensive, independent review of its risk management framework. The objective was to assess the current risk profile, identify areas where governance and control could be enhanced, and ensure the approach to risk management remained proportionate to the organisation's size, complexity, and stated risk appetite
- **The Challenge:** This transition was marked by changes in personnel and operational infrastructure, which introduced additional complexity and risk

OUR APPROACH

- **Understand the Strategic Drivers:** GreenKite met with the leadership team to gain a deeper understanding of the business, its strategic priorities, and key operational challenges
- **Stakeholder Engagement:** A structured four-day review was carried out which included in-depth interviews with the CEO, COO, Finance Manager, and other key stakeholders
- **Document Review:** A detailed review of over 30 internal documents was completed which included binder agreements, policy manuals, compliance procedures, and the latest Board pack

THE RESULT

- **Strengthened Risk Framework:** GreenKite delivered a suite of targeted, practical deliverables designed to strengthen risk oversight and support the business's continued growth with a proposed timeline for implementation
- **Management Overview Report:** GreenKite delivered a concise management report which included tailored Risk Appetite Statement outlining core risk categories and tolerances and a revised set of Key Risk Indicators (KRIs) proposed for Board approval and integration into ongoing risk reporting
- **Revised Risk Register:** An updated, proportionate risk register was delivered which aligned to the MGA's operations and strategy
- **Signposting:** GreenKite also advised on further internal activity required to embed risk management more effectively across the organisation and align with the business's strategic ambitions



GreenKite delivered a thorough review of our risk framework, providing practical and actionable advice tailored specifically to our business. Their team demonstrated professionalism, deep expertise, and attention to detail throughout the engagement. The level of support and consultancy we received was exceptional, and we would highly recommend their services to any organisation seeking to strengthen their risk management approach

