

Parkstone focus within Insurance

Parkstone will be very focused in the Insurance sector on niche players who have similar opportunities and challenges to growth that our principals have addressed in the past

SUMMARY OF KEY TRENDS

- 1 Ongoing turbulence surrounding the Affordable Care Act (ACA)
- 2 Increasing fragmentation around state-based markets
- 3 Likely preservation of fundamental ACA results: mental health parity, broader coverage
- 4 Continuing consolidation of carriers, brokers
- 5 Further migration to online marketplaces



SECTORS OF INTEREST

Healthcare benefits platforms including boutique carriers

Specialty brokerage models including niche products, affinity groups, and wholesale sales opportunities

Direct marketing engines