

## CASE STUDY

# PINNACLE RETIREMENT ADVISORS

### THE EVENT

Pinnacle Retirement Advisors offers a holistic approach to retirement planning, with a large focus on long-term care. In 2021, Pinnacle organized a one-day golf tournament to help raise funds in honor of a special client, Nancy Renyhart. The funds raised at the event would go towards The Nancy Renyhart Endowment for Dementia Education, a foundation that helps educate physicians, caregivers, and their families on how to approach care for dementia patients. Concerned that unpredictable weather could negatively impact the event and fundraising, Pinnacle turned to Vortex Weather Insurance for help.

### THE POLICY

The tournament organizers worked with Vortex to create a parametric rain insurance policy that would help protect the event's fundraising dollars if it rained on event day. The policy was structured to include the hours of play, as well as one hour prior to tee time. This gave the event organizers peace of mind and allowed them to focus on planning a successful tournament.

### THE RESULTS

When tournament day came, it rained all day, making the golf course unplayable. During the insured risk period, enough rain accumulated to trigger the policy. Pinnacle received a payout, a significant portion of which was added to the total fundraising dollars. In even better news, the tournament was rescheduled for January, and the funds raised continued to grow. Having seen the process work, Pinnacle purchased an insurance policy for that event as well. Fortunately, the weather was perfect and it was a huge success.



*It was a very simple process. The payout arrived within five days of the tournament. The best part is that we were able to add to what we planned to donate.*

*- Gary Crawford,  
Co-Founder/Wealth Advisor of Pinnacle Retirement Advisors*



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