

WHERE COULD I USE LMI GROUP eSERVICES

New Business

TASK	Research Industry for Scheme or Client	Identify Inherent Hazards for Insured & Cover Requirements	Present to Prospective Client	Identify Client Needs / Check Sums Insured / Gather Information for Underwriter	Decision on Covers to Offer & Insurers to Approach	Prepare Quote Slip & Underwriter Submission	Compare Terms <i>Wording, Limits, Exclusions, Conditions, Underwriter Security, Price</i>	Recommendations to Client	Place Cover
SPECIFICS & EXAMPLES	<ul style="list-style-type: none"> Demonstrate knowledge of client's business Compile a report Produce a presentation (eg. scheme) Identify possible markets and competitors 	<ul style="list-style-type: none"> Establish areas of exposure to discuss with client Identify special cover requirements and likely needs Possible associated activities 	<ul style="list-style-type: none"> Explain need for covers Explain areas of exposure Explain to customer why information is required Cross-sell policies (current non-buyers) Explain areas of uninsurable exposure 	<ul style="list-style-type: none"> Standard needs analysis questionnaire for each line of business Key questions Sums insured and sub-limits required Cover requirements and endorsements 	<ul style="list-style-type: none"> Comparison of policies Endorsements required Determine if the cover matches the exposures 	<ul style="list-style-type: none"> List endorsements List sub-limits Prepare schedule 	<ul style="list-style-type: none"> Review terms against requested endorsements and covers Compare underwriter claim service Compare underwriter wordings Compare security of underwriters 	<ul style="list-style-type: none"> Present to client Discuss 'gaps' in program and areas where needs cannot be met by the market Discuss major exclusions and cover restrictions Obtain client decision 	<ul style="list-style-type: none"> Check underwriter quote against requested covers based on client's needs Prepare placing slip and endorsements or schedule
LMI GROUP TOOL/COMPONENT	LMI RiskCoach <ul style="list-style-type: none"> Hazard index Media Risk Description Service & Process Risk Assessment The Market 	LMI RiskCoach <ul style="list-style-type: none"> Hazard Index Risk Description Service & Process Risk Assessment Connected or Interrelated Activities 	LMI SupportServices <ul style="list-style-type: none"> Case Law Articles Points to Consider Knowledge Centre LMI RiskCoach <ul style="list-style-type: none"> Risk Assessment Checklist 	LMI BICalculator <ul style="list-style-type: none"> BI sum insured calculation LMI RiskCoach <ul style="list-style-type: none"> Checklist Buildings Calculator Under-insurance Calculator Limit of Liability Calculator Endorsements (ISR) 	LMI PolicyComparison <ul style="list-style-type: none"> Policy Comparisons Policy Wordings LMI PolicyCoach <ul style="list-style-type: none"> ISR Needs Analysis ISR Endorsements Review sub-limits and covers for industry 	LMI PolicyCoach <ul style="list-style-type: none"> Preparation of Quote Slip (ISR) 	LMI PolicyCoach <ul style="list-style-type: none"> Quote Comparisons Endorsements LMI SupportServices <ul style="list-style-type: none"> Financial Ratings Knowledge Centre 	LMI PolicyComparison <ul style="list-style-type: none"> Policy Comparisons Policy Wordings LMI PolicyCoach <ul style="list-style-type: none"> Quote Slip (ISR) LMI BICalculator <ul style="list-style-type: none"> BI sum insured calculation LMI ContinuityCoach <ul style="list-style-type: none"> Continuity Planning (value-add) 	LMI PolicyCoach <ul style="list-style-type: none"> Placing Slip (ISR)

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Renewal

TASK	Review Current Covers & Program	Initial Client Meeting to Establish Requirements	Check Sums Insured & Limits of Liability	Explain Proposed Renewal Program to Client	Prepare Quote Slip & Underwriter Submission	Place Cover
SPECIFICS & EXAMPLES	<ul style="list-style-type: none"> Check business activities against current description Review current policy conditions Check endorsement made mid-term Identify any potential gaps in cover Review knowledge of client business and any additional information that may be required Identify possible new markets if remarketing is required 	<ul style="list-style-type: none"> Validate current information on file and establish needs Check for changes in areas of exposure Discuss changes in business activities and gaps in current program Explain need for covers that are not in current program 	<ul style="list-style-type: none"> Check sums insured for each line of business Check sub-limits required Add new endorsements Confirm accuracy of: <ul style="list-style-type: none"> BI Formula Understanding of ICOW and AICOW Rates of Gross Profit 	<ul style="list-style-type: none"> Explain main areas of exposure and any areas of uninsurable exposure now visible Outline requirements for proposed changes to program or new covers Discuss available markets for renewal Explain position regarding any previous claims Discuss new wordings available or changes to existing, and implications 	<ul style="list-style-type: none"> Prepare Renewal Declaration and Renewal Quote Slip based on client meetings and information established Highlight changes in the following: <ul style="list-style-type: none"> Cover Limits Deductibles Endorsements Exclusions Locate a Premium Funder 	<ul style="list-style-type: none"> Review underwriter terms against Renewal Quote Slip and client requirements Discuss terms with client and obtain confirmation to place cover Crosscheck last renewal to current renewal Prepare Renewal Placing Slip and endorsements or schedule
LMI GROUP TOOL/COMPONENT	LMI RiskCoach <ul style="list-style-type: none"> Hazard Index Risk Description Service & Process Risk Assessment The Market Significant Exposures LMI Support Services <ul style="list-style-type: none"> Policy Library LMI PolicyComparison <ul style="list-style-type: none"> Policy Comparisons Policy Wordings 	LMI RiskCoach <ul style="list-style-type: none"> Hazard Index Risk Description Service & Process Risk Assessment Connected or Interrelated Activities Types of Cover Sub-limits 	LMI RiskCoach <ul style="list-style-type: none"> Checklist Buildings Calculator Under-insurance Calculator Limit of Liability Calculator Endorsements (ISR) LMI Bicalculator <ul style="list-style-type: none"> BI sum insured calculation 	LMI RiskCoach <ul style="list-style-type: none"> Risk Assessment Checklist LMI SupportServices <ul style="list-style-type: none"> Market Financial Ratings Knowledge Centre LMI PolicyComparison <ul style="list-style-type: none"> Policy Version/Date Points to Consider 	LMI PolicyComparison <ul style="list-style-type: none"> Policy Comparisons Policy Wordings LMI PolicyCoach <ul style="list-style-type: none"> ISR Needs Analysis Review Schedule (confirm all changes included) LMI SupportServices <ul style="list-style-type: none"> Financial Ratings Insurance Services Legislation Code of Practice 	LMI PolicyCoach <ul style="list-style-type: none"> ISR Needs Analysis Review Schedule (confirm all changes included) Renewal Placing Slip (ISR)