MARSH

Marsh Canada Limited

MARSH CANADA'S CONSUMER AND COMMERCIAL WHOLESALE UNDERWRITING GROUP

In today's competitive environment, where clients are becoming more knowledgeable and aware of risk issues, insurance brokers must distinguish and differentiate their service and products offering. For many, this comes in the form of defining, designing, and delivering niche programs backed by financially sound and experienced insurers.

Marsh Canada's Consumer and Commercial (C&C) Wholesale Underwriting Group can help you to deliver to your clients, a wide range of program solutions that are competitively priced and customized to their insurance needs. Within these programs, your clients have access to loss control resources to help analyze their business operations for areas of improvement as well as provide advice on solutions to minimize risks and prevent losses. The net effect is protection for your clients' investments and enhancement in the value you provide to your client.

BENEFITS OF WORKING WITH MARSH CANADA'S C&C WHOLESALE UNDERWRITING GROUP

We can provide brokers with:

- Access to a wide range of competitively priced niche and industry programs for Commercial Lines clients.
- The ability to compete in specific industry segments.
- Differentiation of your offering from that of your competitors.
- Access to tailored/manuscripted policy wordings.
- Access to benchmarking information that will convey how their businesses compares to others in the industry.
- Access to local and international insurers that are well-capitalized and of sound financial standing.
- Access to provincially accredited training for staff.
- Loss prevention and marketing materials.

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SERVICE OFFERING

Marsh Canada's C&C Wholesale Underwriting Group offers the following program services:

- **Development and management of programs** targeted to small- and medium-sized enterprise (SME) clients.
- **Technical support** through the provision of:
  - Product manuals.
  - Coverage comparison.
  - Customized applications.
  - Loss prevention documentation.
- **Underwriting, binding, and policy issuance**.
- **Provincially accredited product and sales training** of brokers in an effort to increase your brokerage's visibility and market penetration.
- **Claims management assistance and credible claims data** through appointed third party administrators.
- **Marketing** through the creation of brochures, flyers, and bulletins targeted to your clients.
- **Risk management resources** in collaboration with Marsh Risk Consulting and other loss consulting firms through a free evaluation of client premises. Please note this service is not available on all programs managed by the Marsh Canada's C&C Wholesale Underwriting Group.

STRATEGIC POSITIONING

Marsh Canada's C&C Wholesale Underwriting Group develops and administers niche and industry programs for the SME segment. To grow our presence in this space, we continue to expand our distribution network through strategic alignment on program business with select brokers.

PROGRAM COVERAGES AVAILABLE THROUGH THE WHOLESALE UNDERWRITING GROUP

- Accidental Death and Dismemberment Program
- Automotive Dealer Program
  - New car dealers
  - Recreational vehicle dealers
  - Heavy truck dealers
  - Motorcycle/motor sports
  - Used car dealers
- Directors and Officers Liability Program
- Event Cancellation Program
- Hospitality Program

Marsh Canada's C&C Wholesale Underwriting Group is committed to working with you to help grow your client base and broaden the range of client services you can offer.

For more information, please contact:

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