

Challenges of placing reverse flow business into the U.S.

PART 3



BRINGING IT ALL TOGETHER

- Placement Scenarios
 - Scenario A
 - Scenario B
- Producing Broker – Servicing Broker
 - Relationship
 - Responsibilities
- U.S. Risk Manager Perspective



PLACEMENT SCENARIO A

Scenario A

- Your German furniture manufacturing client sees growth opportunities in the US, their first subsidiary outside of Germany
- The U.S. company will be based in New York City and will be building a factory in New Jersey

PLACEMENT SCENARIO A

- Home State: New York
- Buyer – Local or Corporate
- Coverages:
 - Before construction
 - During construction
- Cat Exposure:
- Policy Forms:



PLACEMENT SCENARIO B

Scenario B

- You have just been appointed broker for all lines of a Belgian technology client.
- Client has operations in 10 countries including a subsidiary in the U.S.
- U.S. operations have sales offices in NY, Illinois & Florida and 5 manufacturing locations in California, Texas, Colorado, Oregon and Louisiana.
- They employ a U.S. Risk Manager, based in the California headquarters, who coordinates with the home office in Brussels.

PLACEMENT SCENARIO B

- Home State: HQ state
- Buyer is Local
- Coverages:
 - Compulsory
 - Optional
- Cat Exposure:
- Policy Forms:
- Key Consideration: Dovetail with Corporate



U.S. BROKER'S PERSPECTIVE

- Most difficult challenges?
- Interaction with U.S. client
- Relationship with producing broker
- When things go right? When things go wrong?



U.S. RISK MANAGER'S PERSPECTIVE

- Prime Responsibilities
- Interaction with Corporate RM
- How are US risks addressed differently than elsewhere in the world?
- Relationship with U.S. servicing broker
- Did things change with Covid, and if so, how?

S U M M A R Y

- Communication Corporate RM & US Buyer
- Communication Producing Broker & Servicing Broker
- Communication Global Insurer & Local Partner Insurer

