BUSINESS TRAVEL ACCIDENT INSURANCE

The business world is evolving and the increasingly global nature of business today creates additional unforeseen risk for every organization.

Business travelers face many unexpected health, safety, and security risks while traveling, whether it's a quick trip across the street to meet a client or a trip across the country to meet with a new business partner.

Fortunately, Business Travel Accident (BTA) insurance can help to protect your clients' most important asset – their employees – whenever they travel on behalf of the company.

BTA DEMYSTIFIED:

WHAT YOUR CLIENTS NEED TO KNOW

BTA is high limit, employer-paid Accident Insurance that pays benefits in the event of an employee's death or serious injury while traveling on company business.

Even when traveling domestically, business travelers face unforeseen risks such as weather-related flight cancellations, medical emergencies, or more extreme events. Risks can also include potential unexpected occurrences like an assault or car accident while dropping off a package or going to a nearby office supply store.

Regardless of a trip's complexity or end destination, companies have a duty of care (a moral and legal responsibility) for employees' health, safety, and security when traveling on behalf of the organization. When the unexpected occurs, travelers may need immediate assistance as well as valuable insurance coverage to help defray the cost of medical care and other emergency services.

BTA insurance can enhance a company's duty of care program by providing additional Accident Death & Dismemberment insurance and Assistance Medical Services for domestic travel along with Out of Country Medical and Evacuation for international trips.

Berkley
Accident and Health
| a Berkley Company

THREE REASONS TO TALK ABOUT BTA

1 - EXPAND AND STRENGTHEN YOUR EXISTING RELATIONSHIPS

- Introduce a new product to clients who don't have Business Travel Accident – many companies can benefit from having a BTA policy, but don't fully understand how it works
- Strengthen your relationships by acting as a trusted partner and dispelling the myths surrounding BTA insurance
- Have a new conversation with a prospect or refresh an existing relationship

2 - INCREASE YOUR REVENUE

- Average commission of 15% paid on new and renewal business
- Small, individual accounts with high volume and high retention rate
- Minimum premiums range between $1,000 and $1,500; average premium is $7,000
- Option to offer a 3 year term to clients (paid annually)
- Additional line of coverage to complement existing offerings

3 - IMPROVE RETENTION BY HELPING YOUR CLIENTS LOOK GOOD

- Educate clients on the differences between BTA and other insurance plans, and how it can complement existing coverage
- Address common misperceptions and help them understand where gaps may exist
- Reduce the complexity and confusion that often comes with placing BTA coverage by guiding your client through the process, and ensuring his/her organization has adequate coverage
- Help them fulfill their Duty of Care obligation to employees

OPTIMAL CLIENT PROFILE

Target customer size: Up to 5,000 employees

Likely Buyers: Risk Managers, CFOs

Prime Target industries: Consulting, Legal, Accounting, and Pharmaceuticals, white, blue and grey collar risks

Rationale: Generally high frequency of employee travel among potentially under-served segments and industries

LICENSING & APPOINTMENT

You and your agency are required to have an A&H line of authority under your P&C or Life and Health license and the proper state appointments with Berkley, where required.

WHAT YOU CAN EXPECT FROM BERKLEY

We expect your experience working with us will feel very different than with our carriers. Our team is comprised of experienced and respected A&H professionals who have both a strong technical understanding of the Accident market, as well as an impressive track record in building long-term strategic partnerships with both producers and clients built on trust, dependability, ethical business practices and full transparency. Above all, we want to be a company with whom our partners and their clients enjoy doing business.

Responsiveness – Commitment to responding to quotes and issuing policies when you need them – even within short lead times

Easy claims process – Hassle-free claims experience and fast payment

Resources to help you succeed – We provide supplemental marketing information to facilitate richer conversations with your clients and help you become your clients' trusted resource on BTA

Commitment to you and your clients – Our focus on small to medium-sized companies in niche segments allows us to understand and meet the unique needs of your clients, and identify potential new growth opportunities

PLEASE CONTACT US TO LEARN MORE

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HOW WE ARE DIFFERENT

AGILE & RESPONSIVE: Our streamlined business structure delivers exceptional value to our clients and supports the growth goals of our select distribution partners.

STRONG & STABLE: Our agility is backed by the A+ rated member insurance companies of W. R. Berkley Corporation, one of the nation's premier property & casualty insurance providers.

COLLABORATIVE: Our team is comprised of experienced and respected A&H professionals who have both a strong technical understanding of the market, as well as impressive track records in building long-term strategic partnerships with both producers and clients.

INNOVATIVE: Innovation is emphasized across the entire insurance value chain – especially product, service, distribution and customer experience. While our product portfolio includes traditional A&H products, we also customize innovative solutions for niche groups and individuals that have very specific needs.