

Advocate or absentee?



Insurance | Risk Management | Consulting



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Moving beyond the transactional insurance broker; three things you should expect from your insurance relationship.

Every brokerage firm will tell you they can help you better manage your total cost of risk, but how do you know you are truly getting value beyond the overall transaction of buying insurance? Not sure if your broker is delivering the value you need? These three indicators can reveal how invested they are in your organizational success:

- They provide competitive intelligence on ways similar organizations are using risk management as a competitive advantage and regularly send you information about emerging risks and follow up to make sure you don't have any questions or concerns regarding the impacts on your existing risk management program
- They proactively leverage emerging technologies to help you identify and analyze catastrophe exposures, and help you prepare for oncoming severe weather events and minimize the chance for coverage gaps to occur before the loss happens
- They take time to understand your balance sheet and inner workings of your risk management program in order to propose new and/or alternative ways to continuously improve your business results without constantly asking for more fees in return

Odds are, if you've got a broker that isn't performing well against at least two of the three items listed above, they aren't delivering the value you deserve.

Learn More About Our CORE360™ Approach to Improve Your Organization's Risk Management Performance

Gallagher CORE360™ is our unique, comprehensive approach of evaluating our client's risk management program that leverages our analytical tools and diverse resources for customized, maximum impact on six cost drivers of their total cost of risk. We consult with you to understand all of your actual and potential costs, and the strategic options to reallocate these costs with smart, actionable insights. This will empower you to know, to control and to minimize your total cost of risk and improve your profitability. Please contact your Gallagher Advisor to learn more.



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