



POST: Is Your Insurance Broker Obsolete?

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The way you operate your business has changed rapidly. You are now measuring many different results. You have Key Performance Indicators (KPI's) that flow from many directions into your operating results. You make many decisions based on what the ultimate results will be on your EBITDA, shareholder value and capital expenditure needs.

If your insurance broker is NOT already obsolete, you should expect them to provide business results and data that will impact your business outcomes and KPI's. Things like:

- How has my entire risk cost structure impacted our Margins and EBITDA?
- How can I measure our risk management efforts against current economic challenges?
- What is the actual cost to us of our existing Financial Leakage inside our risk management program?
- How do we determine the ROI of current brokerage and risk management relationship?
- How do we determine and maximize our existing opportunity to recapture existing costs?

We are a Certified Analytic Broker™ and one of the few firms in North America that have these answers. We are not simply talking about insurance or risk control techniques. Most brokerages have those. What sets us apart is our commitment to providing our clients with consistent results and business model improvements. That coupled with the ability to provide quantitative results and maintain a focus on these critical outcomes.

The question is: Are you interested in Business Intelligence, or are you satisfied with merely premium, loss ratio, and coverage information? If so, how has that helped you manage your cost structure and create value for your shareholders and stakeholders?



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So, the choice is now in your hands. Do you want results that improve your ability to manage and create profits? Would you like to know how much income is currently leaking from your financial statement? Does the ability to recapture existing costs make sense to you?

If the answer is yes, please contact us, and we will be pleased to provide you with a Financial Leakage report using Certified Analytic Brokerage™ data. [Contact us](#) today and we'll show you how much profit and ownership value you can recapture as we work together to improve your business outcomes.



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