



WE KNOW THERE IS MORE THAN ONE WAY TO BOND AN ACCOUNT...

Trisura announces its LEADer program - a better way for brokers to manage their less active accounts.

We have all heard the adage that 'Time is money'. Nobody knows this better than our brokers. At Trisura, we recognize that quarterly requests for information on strong accounts that require little in the way of bonding can be a tough sell to your clients. Not to mention the fact it eats into valuable production time. We want you to have time to win that next big account - and we want you to bring it to us! To this end, we have developed a strategy to manage our exposure on your infrequent bond use accounts while keeping your transactional necessities to a minimum.

Low Exposure Account Discretion.

Traditional 'Single' and 'Aggregate' Limits typically require interim reporting because at any given time, the bonded exposure on an account *may* accumulate. In reality, many of our brokers have credit worthy accounts that are fairly inactive or seldom accumulate much bonded exposure relative to their financial strength. For accounts that qualify, Trisura will consider underwriting them in our LEADer Program. The Program is designed to minimize the 'touches' on your infrequent bond user accounts by reducing follow up and conveyance of quarterly reporting. Trisura sets a LEAD Limit that is a function of outstanding 'exposure' rather than 'work on hand'. Not only is it much simpler for brokers to track, accounts underwritten on this basis need only report annually. If an account has the good fortune to require support in excess of the LEAD Limit, it simply reverts back to traditional underwriting and reporting.

Contact your Trisura underwriter to discuss accounts in your portfolio that may qualify for this program...and remember who gave you all that extra time on your next big win!