Marine Insurance – Broker

**Workflow**

A marine insurance broker acts as an intermediary between clients seeking marine insurance coverage and insurance companies offering such coverage. The broker’s role is to provide advice and guidance to clients, source appropriate insurance policies, and negotiate coverage terms and premiums on their client’s behalf. This breaks down to the following:

* **Risk assessment:** The broker assesses the client’s needs and risk exposure by gathering information about their business or vessel operations. This may include reviewing the client’s financial statements, assessing their loss history, and conducting a site visit to assess the risks involved.
* **Coverage analysis:** The broker analyses the client’s insurance needs and provides advice on the type of coverage required. They may recommend specific policy types, such as hull and machinery insurance, cargo insurance or war insurance.
* **Insurance placement:** Once the coverage requirements are determined, the broker identifies and evaluates insurance companies that offer relevant coverage. They will obtain quotes from multiple insurers and present them to the client for review.
* **Negotiation:** The broker will negotiate with insurers on behalf of the client to secure the best terms and premiums for the coverage required. They may use their industry knowledge and expertise to negotiate policy terms, coverage limits, deductibles, and other key factors.
* **Policy issuance:** Once the terms and premiums have been agreed upon, the broker will issue the policy on behalf of the insurer. They will provide the client with all relevant policy documents, including certificates of insurance, and explain the policy terms and conditions.
* **Policy administration:** The broker will assist with policy administration, such as making changes to the policy, answering questions about coverage, and providing advice on claims procedures.
* **Claims management:** If a loss occurs, the broker will assist the client with the claims process. They will liaise with the insurer to ensure the claim is processed promptly and fairly, and work to resolve any issues that may arise during the claims process.
* **Renewal:** Prior to the policy expiration date, the broker will work with the client to evaluate their insurance needs and determine whether any changes to the policy are required. They will then negotiate renewal terms with the insurer and issue a new policy if required.

**Data Used:**

Marine insurance brokers will draw data from a number of sources to best support their clients. This often includes:

* Client information: Brokers will gather information about their clients, such as their business or vessel operations, financial statements, loss history, and risk exposure.
* Wider industry data: Brokers may use industry data, such as loss statistics, regulatory information, or market trends, to help clients understand their current situation and options available, as well as evaluating their insurance needs.
* Insurance policies: Brokers will continually evaluate insurance policies from various insurers and compare them to identify the most appropriate coverage options for their clients. This is done with a constant dialogue with carriers and other industry stakeholders, as well as gathering the information from platforms and other data sources.
* Underwriting guidelines: Brokers will review underwriting guidelines from various insurers to understand their underwriting criteria and identify insurers that are most likely to provide coverage for their clients' specific needs.
* Risk assessment tools: Brokers may use various risk assessment tools to confirm the information provided by their clients and evaluate the risks associated with their operations. These are also used to identify areas where additional insurance coverage may be required.
* Claims data: Brokers may use claims data to evaluate the performance of insurers and assess their ability to provide timely and effective claims support.
* Economic and market data: Brokers may use economic and market data to evaluate the financial stability of insurers and assess their ability to pay claims in the event of a loss.

Marine insurance brokers use a variety of data sources to provide informed advice and guidance to clients seeking marine insurance coverage. By analysing this data and using their industry contacts, knowledge and expertise, brokers help ensure that their clients have the appropriate coverage in place to suit their requirements.