



**GSA**  
Eye-opening insurance.

# Trade Credit

## THE ROLE OF THE CREDIT INSURANCE BROKER

### Negotiation

- Act as agent/intermediary of the client in its dealings with Insurers.
- Negotiate with the market to obtain the most appropriate terms for the client's needs.
- Recommend and place the credit insurance program with the most suitable insurer.
- Ensures that the insurance policy is correctly structured to meet the client's needs.
- Recommend additional add-ons which may not presently feature on a standard policy.
- Arrange flexible premium payment options.

### Credit Limit

- Lodge credit limit applications on the client's behalf.
- Provide a reminder service to the client for expiring credit limits.
- Obtain information required by the Insurer for the assessment of credit limits.
- Provide a follow up system in obtaining prompt responses from the Insurer in respect to limit applications.

### Report

- Provide a reminder service to the client for the monthly submission of overdue returns.
- Provides an expert claims/delinquent buyer advisory service.
- Advise on repayment schedules and provide an advisory service in respect to the submission of these programmes to the Insurer.

### Claim

- Prepare and obtain documents required for a claim submission.
- Represent the client to obtain quick responses from insolvency practitioners in providing confirmation of debts which are preconditions of domestic claim settlement by the insurer.
- Assist in the completion of claim submission to the Insurer and estimate the Insurer's potential liability.
- Assert pressure upon the insurer to process claims in a prompt manner.
- Assist in debt recovery/collection action to recoup payment.
- Provide a panel/recommendation of legal practitioners of competent jurisdiction for client's selection.

GSA's specialist team can advise/arrange credit insurance with minimum intrusion for your business.

We will assess your needs and only recommend the best available option to you.



For further information please contact:

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- Assist and provide advice on client's management policies/procedures.
- Provide advice on documents produced/required under certain types of trade.
- Assist with required surveys/inspections of goods.
- Provides the security of its professional indemnity insurance, for which cost is borne by the broker, in the event that incorrect information/advice is provided which subsequently results in a loss or refusal of the client's claim by the insurer.