

# Financing premiums just got safer, smarter, and easier!

You can almost double your revenue by financing the premium. Are you?

Creating opportunities to generate revenue from your existing book of business is a smart way to manage your business. With secure, integrated and compliant technology, specifically created to manage the unique complexities of premium financing, the rewards outweigh the potential risks.

**Enter PREMIUM!** Brokers can now enter the premium financing arena with confidence and without a significant investment in technology. PREMIUM is a software application that gives brokers the opportunity to start, or better manage, their own premium financing company. Fully integrated with SIG, brokers submitting business for financing, and administrators managing contracts can do so with simplicity and integrity.

## See how financing premiums can grow your revenue:

	Without Financing Premium	Financing Premium Using PREMIUM*
Commercial Policy:	\$10,000	\$10,000
Brokerage Commission (15%):	\$1,500	\$1,500
Less HR Costs (55%):	\$825	\$825
Less Brokerage Expenses (25%):	\$375	\$375
Net Income Before Taxes:	\$300	\$300
Premium Financed:	\$0	\$7,500 (75% of annual policy)
Revenue Generated at 18% Interest (Average):	\$0	\$574 (paid over 9 payments)
Premium Financing Operating Expenses (55%):	\$0	\$315.70
Premium Financing Income:	\$0	\$258.30
Total Combined Income Generated:	\$300	\$558.30 +86% revenue with premium financing

\*Note: These statistics result from an actual premium financing company with a financed volume of \$2 million. Increased volume will yield greater margins.

# Benefits of PREMIUM:



**Increase Revenue** – Brokers who have their own in-house premium financing company are more profitable! The average policy generates over 85% greater profit when financed.



**Client Retention** – Financing your own premiums offers insureds an additional service, and payment flexibility to enhance their satisfaction.



**Secure Payment Management** – Comprehensive, flexible management reports ensure payment tracking and account reconciliation are accurate and all-inclusive.



**Save Time** – Use Electronic Funds Transfer (EFT) to process payments electronically, virtually eliminating hours of administration and data entry errors.



**Efficient** – Single entry integration with SIG, allows brokers to generate a premium finance quote in 7 clicks! The premium finance administrator can accept quotes, and turn them into contracts in just 4 clicks!



**Peace of Mind** – Rest assured PREMIUM's intuitive design manages risk effectively with detailed audit trails automatically created for the life of the contract.



**Eliminates Bad Debt** – The built-in alerts in PREMIUM eliminates the risk of bad debt.



**Quicker Response Times** – Using the broker self-service web interface, brokers can generate, save or review quotes, issue contracts, review existing contracts, change account information including: address and policy number, and update payment information to offer additional flexibility to insureds.



**Scalable** – Easily manage your premium financing needs today, and as your volume expands. Want to finance other brokerages' premiums? No problem! PREMIUM can be securely configured to segregate business to meet your unique needs, and those of your clients.

## SOLUTION HIGHLIGHTS

### Increase Revenue

Financing premiums can make your efforts over 85% more profitable. PREMIUM's user friendly, intuitive design streamlines administrative tasks making the process even more lucrative.

### Competitive Edge

Offer insureds a one-stop shop for their insurance needs. Enhance customer satisfaction levels with payment flexibility, and increased response times using PREMIUM's broker web interface.

### Superior Integrity

PREMIUM's sophisticated and comprehensive audit trail records all completed activities during the lifecycle of the contract. Powerful reporting functionality ensures delinquent accounts are identified quickly, and accounts are reconciled with accuracy.



For more information on this product contact us at 800.268.5325 | keal.com

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