

Trade Credit Insurance



Brett Tarnet Insurance Services

Nous Sommes tous comme le blé
dans les champs.

Credit and Risk Mitigation

- Know your customer
 - Personal Visits
 - Trade References
 - Credit Reports
 - Financial Statements
- Credit Insurance

Export Credit Insurance

- What is Credit Insurance
 - How does Credit Insurance work?
 - The basis insurance assumptions:
 - Assets and risks
- Why Credit Insurance
 - Flexible Tool
 - Protection against several risks of non-collection
 - Commercial risks
 - Political risks
 - Financial leverage for buyer and seller
 - Cost savings
 - Market expansion
 - Credit Decision Assistance

Who Offers Credit Insurance

- ExIm Bank (U.S. Government)
- The Private Market
- How to Choose
 - Differences between products
 - Minimum Premiums
 - Rates
 - Deductible
 - Available coverages
 - Key buyer coverage
 - Political risks cover
 - Country availability
 - Content restrictions
 - Underwriting differences

Acquiring Credit Insurance

- The “Application” Process
- What the underwriters are evaluating
 - Country Risk
 - Bad Debt History
 - Type and size of Customers
 - Sales Volume
 - Accounts Receivable Composition
 - Your credit procedures and practices
 - Products/Services you sell

Using Credit Insurance

- Updating and Administering
 - Issues surrounding sales growth
 - New customers and increased credit amounts
 - Longer terms
 - New countries
 - New products
 - Reporting
 - Renewals
- Specialty Broker Services

Claims in Credit Insurance

- Documentary Requirements
 - Evidence of an insured transaction and a legal obligation to pay
 - Written purchase orders
 - Invoices
 - Shipping Documents
- Appropriate Credit Limits in Place
 - Named Buyer Credit Limits
 - Discretionary Credit Limits

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