

GRAVITY REVIEW APPROACH



REVIEW APPROACH

Under a traditional 'open market' insurance review, multiple brokers enter the market at the same time, each aware of the 'tendering' nature of the exercise. Mass marketing of your business results with numerous insurers being approached for quotations.

However, our experience shows us that this method is unproductive as it causes market saturation and multiple enquiries to the same insurers from different brokers, leading to disinterest from Underwriters and resultant 'no quotes' or at best 'market rates'.

Avoid wasted time...try the Gravity 'no nonsense' confidential review.

It takes many hours of research and assessment for an Underwriter to price up business insurance, so it our job to motivate them by giving them quality risk information and giving them a good chance of securing an order.

Our free survey of your premises provides insurers with detailed risk information and photographs of your premises. This greatly enhances the opportunity for savings.

The Gravity review has the following advantages:

- Avoid unproductive time consuming reviews
- Protects your reputation in the market
- Far greater opportunity for increased savings
- Demonstrates favourable features in how you are managing your business
- Protects the relationship with your current broker
- Is the only true test of your incumbent broker

It is critical that this method of review must remain confidential and that this process will not be opened up to other brokers. This agreement ensures that your business is not mass marketed, enhancing your chances of obtaining significant premium savings without damaging your reputation in the market.

We do not waste your time. Our 'no nonsense' approach means that if we can't help you make meaningful improvements to your premiums and/or cover, we will tell you straight away.

Equally, if we can help you we will also tell you straight away and agree with you a set of objectives in respect of the cover, insurer, premium and our service.



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