

# TENANT TIPS

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## Is It Time to Change INSURANCE BROKERS?



When it comes to insurance, it's critical to have a broker that understands your organization and its goals. Brokers should view insurance and employee benefits strategic as business drivers - helping keep your company covered and growing.

### FIVE REASONS TO LOOK FOR A NEW INSURANCE BROKER:

1. Current broker doesn't fully understand your operations
2. Existing policies have never been examined closely to uncover hidden exposures
3. Your broker is a shopper vs. a partner proactively positioning your organization and related risk most effectively
4. Current broker lacks internal resources, i.e. safety personnel, claims management, attorneys, etc.
5. Annual renewal is a once-a-year ritual instead of a year-long proactive process

Says Todd Griffing, CPCU Vice President with Conner Strong & Buckelew, "At Conner Strong & Buckelew, we find ways to improve your practices, enhance programs and uncover hidden risks. "For more information on the firm's proprietary Return on Risk approach, contact Todd at 302-678-9556 or via email at [tgriffing@connerstrong.com](mailto:tgriffing@connerstrong.com).

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