

**Rand Insurance Inc.**  
**USA On Board Program**  
**Client/Prospect Methodology**

- 1) Orientation – General discussion with the business’ risk manager.
- 2) Market Assessment – Review Risk with our network team of underwriters familiar with overseas risks.
- 3) Data Gathering/Application Process – Hard data collection for underwriting. Often includes insurance compliance clauses, financial statements, scope of services agreements, etc.
- 4) Quote/Quote Review – Evaluation of quotes for accuracy. Presentation of options/program to prospect/client. Review of coverage and payment term options.
- 5) Program Placement – Bind coverage. Provide certificates when necessary. Delivery of insurance policies.
- 6) Hands-on Client Support by our Team – Claim supervision and insurance policy customer service in the USA.

**Sal Provenzano, European Export Experience Coordinator**

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