

# RENEWAL STRATEGY MEETING → TABLE SETTING



## PROPERTY & CASUALTY MARKET

- Combined Ratio
- Underwriting Results
- CAT Losses
- Inflation
- Reinsurance
- Rates



## INDIVIDUAL RISK PROFILE

- Operations Discussion
- Claims History Performance
- Experience Mod Analysis
- Risk Management Strategies



## SERVICE TIMELINE

- Stewardship Report
- Sell Additional Services
- Establish New Service Timeline



## COVERAGE REVIEW

- Review Significant Items
- Recommend New Lines, Higher Limits, Etc.
- Bring Ideas, Reshape Program



## RENEWAL STRATEGY

- Establish Timeline
- Develop Underwriting Narrative (Stage House)
- Lead Marketing Conversation
- Agree on the Path Forward



THE Insurance CENTER



FIGHTING FOR THE HIGHEST POSSIBLE GOOD OF OUR CLIENTS, CO-WORKERS, AND COMMUNITY.