

Understanding the significance of a Professional Services Description

There are many challenges for brokers looking to place a Professional Indemnity policy, with the primary challenge being capturing the correct Professional Services description.

Understanding your client's services and ensuring they are captured accurately in a broad professional services description is key to placing the policy for a broker. So it is important that the client's Capability Statement and website be reviewed and required coverage discussed in detail.

In the new ProfessionalEdge Product suite, AIG has worked hard to capture all activities within the industry specific wordings. In addition, our underwriters will work to ensure a comprehensive Professional Services description is formulated correctly.

Easily quote and bind ProfessionalEdge policies online via *Sunrise* or the AIG *Transact* Business Portal.

Winning Tip No. 2

The most important aspect for a broker when placing a Professional Indemnity policy is knowing what their client does and ensuring they have a Professional Services description which captures these activities.



For more information and sales tools:
www.aig.com.au/ProfessionalEdge