

# Broking Manager

## with Prep Module

Help your clients navigate the turbulent cyber insurance space with clarity and real-time insights

### Powering cyber engagements

Cyber is truly a 21st century risk — it continues to be top of mind and a daily threat in the commercial enterprise space. Cyber insurance coverage has become more meaningful than ever, while insurers are simultaneously maturing in their understanding and scrutiny of cyber risk, which can present obstacles to marketing clients and obtaining quotes.

Brokers are expected to advise clients on limits decision-making, navigate clients through stringent underwriting requirements, and shop around for competitive rates. Brokers that fail to do so are exposing both their business and their clients to transferable risks if they are not helping them obtain proper cyber coverage.



### Client questions all brokers should be able to answer:

1. How much insurance should I buy?
2. How much do my competitors buy?
3. How can I prepare for buying cyber?

### Prepared for 21st century risk

#### Broking Manager

- Quantify cyber loss potential
- Inform decisions on insurance limits
- Identify exposures
- Streamline team workflows
- Benchmark risk strategies against peers
- Refine modeled losses with company assessments

#### Prep Module

- Prepare clients for the marketing process
- Identify placement issues early
- Verify issues with point-in-time reports with Network Snapshot Reports
- Get ahead of renewals