



THE BENEFITS OF MAKING A REFERRAL

Do you have a client who needs to protect their foreign receivables? If so, you can get paid for referring them to an EXIM-registered broker.

What EXIM Does

Export Credit Insurance is a policy that protects an exporter's foreign receivables in the event their international buyer does not pay them after they have shipped. The insurance policy reduces the risks traditionally associated with exporting—sellers are protected from buyer nonpayment for commercial and political reasons associated with doing business overseas. EXIM is a carrier of this type of insurance.

How An Exporter Qualifies:

EXIM supports U.S. made goods. The exporter's products must be shipped from the U.S. and have more than 50 percent U.S. content including labor and overhead, but not mark-up. EXIM can protect sales to one single foreign buyer or a portfolio of buyers.

Reasons to Refer

Most EXIM-registered brokers only specialize in export and domestic credit insurance and do not write other types of coverage. These specialty insurance brokers are willing to pay referral fees to you for matchmaking this additional insurance opportunity once they receive commission for booking the policy.

A referral to an EXIM-registered broker complements your client's insurance needs, while you maintain your current book of business.

This is a descriptive summary to be used only as a general introductory reference tool. The complete terms and conditions of the policy are set forth in the policy text, applications, and endorsements.

Get In Touch

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