

Why Management and Professional Liability players rely on Advisen
Are you broking or underwriting D&O and E&O? Ahead of the PLUS D&O Symposium in New York in early Feb, we overview the array of Advisen data & analytics that applies to this sector. Here are the Top 10 Reasons why a Management Liability or Professional Liability underwriter or broker should be working with Advisen.

1. Benchmarking

Do your clients carry higher or lower limits than their peers? Advisen maintains the world's largest Benchmarking database that can quickly identify whether a prospect or client is paying too much or too little for the right or wrong amount of coverage. Are you competing for business where a Benchmark is simply the price of admission for an RFP?

2. MSCAd Large Loss database

Can you demonstrate examples of higher peer losses? Advisen contains over 9,000 securities and 8,000 professional practices cases among its 45,000 claims and losses with full details to help your client or prospect understand the magnitude of the risks they face and why you want them to buy the coverage or limits you propose. This database is the most comprehensive list of losses for securities and professional practices. Will your underwriting ability improve if you had a complete list of comparable losses? Will your broking ability be more persuasive with a list of peer losses firmly in hand?

3. Policy Comparison Library

Is there better wording available for your client or product? Advisen contains over 3,200 policy forms at your fingertips and lined up for side-by-side comparison by our engine. In addition to standard management liability and E&O forms, we recently added a special cyber-technology form comparison. If you're creating new products, this database allows you to see how hundred of other forms are worded. How often do you perform this standard procedure for your clients? Does it require additional legal expenses? Is a good policy database a key to reduce your E&O exposure?

4. Deep Company Research

You need to identify exposure information that might trigger a loss. For 16 million companies, Advisen pulls multiple data sets together in one place. And if Advisen helps you to avoid just one loss, then how much money might this save you?

- Directors & Officers details and bios

- Board Interlocks to find common directors and officers

- Corporate governance scores by company or industry

Insider transactions
Officer changes
Executive compensation
Company financials and key ratios
ATACm, Advisen's total accrual calculation, predicts security class action trigger events for US & UK public companies
VRT, Advisen's Value Investing Risk Tools, look for security class action trigger events based upon P/E, earnings to cashflow, and sales to cashflow.
Liability, Bankruptcy, and Financial Strength predictor models such as Z scores and Kristy scores
Securities data
Interactive Stock Charts that overlay significant developments and litigation
Research abstracts and concern levels
Analyst Research from Wall Street including full reports
Company-specific news and litigation

5. Underwriter Templates

Custom Underwriting Work-Ups on Advisen enable Underwriters to quickly evaluate a submission by pre-populating a template with company financials, news, demographics, research, legal, etc. about a specific business. The Work-Up also calculates and scores where defined, and saves data into a portfolio database. The result is more efficient underwriting. Custom submission templates similarly enable Brokers to quickly prepare a consistent market submission that pulls client data, internal data and Advisen data together. If Advisen can potentially reduce the time of review for each submission while raising the ability for each underwriter to write better risks, is a demonstration of our abilities not prudent?

6. Who Writes What Where

Drawing from our Benchmarking database, we put the list of carriers who actually write what you want to place, at your fingertips. You may know every place to get a construction risk written, but what about Investment Advisor E&O? How much does this information change your ability to perform for your clients?

7. D&O Loss Severity model

While still in "beta," this powerful model illustrates the potential D&O claims a public company might face. More importantly, this model shows how Advisen could you're your proprietary models with data and loss detail. And we believe that if you can forecast better losses, you can write or broke better risks at better price points.

8. ADVx Premium Indices

Our market premium indices are a powerful historical look at the D&O pricing levels since 2001. ADVx helps your clients and prospects keep things in perspective and see relative pricing changes in the insurance markets.

9. International Laws & Regs

Advisen details both Global D&O Laws and Regulations across 50 different countries using over 30 different screening criteria. Need to find out what India mandates for Board committees? We also tell you what's admitted/non-admitted, compulsory, etc. for every country, too.

10: Access the Players

Need to find a D&O or E&O specialist? Our People tool is an online rolodex of Underwriters, Wholesalers, and Brokers. Look up anyone by Name or Company.

11. Bonus Reason – Great Webinars!

Do you follow Securities Litigation? Advisen's next free Quarterly Webinar to review Securities Litigation is on Friday, April 16th at 11am EDT. Panelists include D&O Diary's Kevin LaCroix and Advisen's Dave Bradford. Sign up via <https://www1.gotomeeting.com/register/303731505>

Use this arsenal of data and analytics for your advantage. We are happy to walk you through this functionality anytime, too. Contact your Advisen Rep at 212.897.4800 or support@advisen.com