

BEST PRACTICES FOR BEST RESULTS

NO MATTER THE MARKET CONDITION

For most business activities, adhering to industry standards and best practices is key to success. The same is true of aviation insurance programs. If you make best practices part of your aviation insurance program, you will greatly improve the outcome. Here are four basic practices to follow that will help you maximize your insurance outcomes.

1. Select an aviation specialist *before* approaching the market. They will work with you to:

- Set Goals
- Create Specifications to Meet Unique Needs
- Develop Strategies for Achieving Long-Term & Short-Term Goals
- Develop Strategies for Market Approach

How the market is approached can mean the difference between a declination and a competitive quote.

2. Ensure your submission is detailed and complete *before* it is submitted. This includes:

- The Application
- Pilot Histories, if Applicable
- Loss History or No Loss Letter
- Aviation Contracts
- List of Insureds
- Other Items as Required

3. Select the best insurance company for your needs. Considerations include:

- Financial Strength and Stability
- Expertise in your Area of Operation
- Competitively Priced
- Offers Comprehensive Coverage
- Flexibility
- Level of Service
- Claim Capability
- Value Added Services and Programs

4. Maintain on-going communications with the underwriter by:

- Building a Good Rapport
 - Submitting Information when Requested
 - Help the Underwriter Understand your Business, Aviation Exposures and Needs
- Helping a carrier complete the file, while better understanding your needs makes them more likely to agree to your requests. They will also be better equipped to assist you in the event of an incident.*

By understanding the market and taking simple steps, you can obtain a reliable aviation insurance program. JCL Aviation Services is here to assist.