

Twin Elms Underwriting Process

Twin Elms Environmental Insurance Agency

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Twin Elms Underwriting Process

- Deal Analysis
 - Client needs identification
 - Coverage limits (asset protection)
 - Deductible structure (risk tolerance)
 - Policy period
 - Environmental exposures
 - Report review
 - Property use (past, present and future)
 - Purchase and sale requirements
 - Contractual obligations
 - Lender requirements
 - Additional insureds



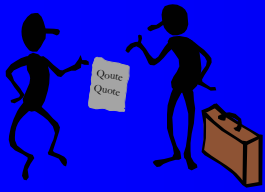
Twin Elms Underwriting Process

- Risk Shifting Tool Identification
 - Insurance markets
 - Match risk to carrier
 - Financial stability
 - Negotiation flexibility
 - Engineering expertise
 - Insurance products
 - Match the policy to the risk
 - Endorsement enhancements (off-the-shelf)
 - Customized endorsements (Twin Elms)
 - Product flexibility



Twin Elms Underwriting Process

- **Market Submission**
 - **Coverage requirements (per deal analysis)**
 - Liability limits
 - Deductible structure
 - Endorsements
 - Policy period
 - **Completed application**
 - Environmental reports (full disclosure)
 - Deal contracts (contractual liability)
 - Financial statements



Twin Elms Underwriting Process

- **Carrier's Proposal Review**
 - Policy coverage and endorsement review
 - Forward proposals to client and counsel
 - Assist client and counsel in policy selection
 - Final policy coverage negotiation
 - Analysis of policy and endorsements by counsel
 - Facilitate policy language negotiation between counsel and carrier
 - Receive counsel sign-off on policy and revisions



Twin Elms Underwriting Process

- **Policy Issuance**
 - Issue binder for closing
 - Order original policy
- **Policy Management**
 - Review of original policy
 - Forward policy to client and counsel
 - Service client throughout policy period
 - Transfer to future buyers
 - Adding and deleting Insureds
 - Claims administration assistance