

General Liability

Checklist for Multinational Programs

Program Design & Execution

- ☐ List of countries & number of local policies requested
- ☐ Limits/sub-limits & deductibles
- ☐ Local currency and exchange rates (default: Oanda)
- ☐ Local name & contact details of insured & broker, incl. address & email address
- ☐ Additional named insured incl. address
- ☐ Premium billing (default: local currency & local collection)
- ☐ Specific local certificate requirements
- ☐ Provisional premium allocation
- ☐ Brokerage commission on local policies

Pre-Inception Considerations

- ☐ Admitted vs. non-admitted insurance
- ☐ Cash before cover
- ☐ Local pre-issuance requirements
- ☐ Tariff rating requirement
- ☐ Local retroactive coverage (backdating)
- ☐ Local broker requirement
- ☐ Specific local coverage requests: good local standard vs. manuscript policy
- ☐ US policy - surplus lines / state-admitted
- ☐ Preferred premium and claims process flow

Exposure Details - General Liability

- ☐ Annual global revenue/ turnover by country
- ☐ Description of insured's business & product to be insured
- ☐ Loss history incl. number of claims per year
- ☐ US Domestic exposure information (including losses)
- ☐ EL/WC: number of employees incl. allocation of blue- / white-collar employees and total payroll
- ☐ Auto: schedule of vehicles, US fleet data if applicable
- ☐ TRIA form for US placements

Third-Party Reinsurance

- ☐ Signed reinsurance document, unamended and incl. AIG's terms & conditions and addenda (e.g. Australia)
- ☐ Reinsurance invoice incl. bank details
- ☐ Details of maximum requested capacity per carrier & layer
- ☐ Panel (Co)reinsurance details - specific carrier branch, paper name and address

Captive Fronting

- ☐ Audited financials of the captive and the parent
- ☐ Reinsured limits and retentions & expected premium
- ☐ Captive Loss history incl. number of claims per year
- ☐ Signed AIG captive reinsurance agreement

The ideal end-to-end timeline for optimal collaboration



180-120 Days

Understanding your business

- Risk and coverage review incl. country considerations
- Submission preparation



120-60 Days

Client assessment and proposal

- Program proposal
- Negotiation to bindable terms



From 60 Days

Bind and release network instructions

- Binding order confirmed
- Communication with in-country stakeholders incl. program execution



Up to and from inception

Regulatory requirements/policy issuance

- Policy/Invoice & certificate issuance
- Premium collection and reinsurance payments (e.g., captive) initiation



Post-bind activities

Timely, efficient servicing and monitoring

- Post-bind monitoring of program
- Claims expertise and fast responsiveness

Navigating Multinational Risks
Multinational Insurance Training

Learn more on: www.aig.com/multinational

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