### **ProfessionalEdge Winning Tips**



# Understanding the significance of a Professional Services Description

## There are many challenges for brokers looking to place a Professional Indemnity policy, with the primary challenge being capturing the correct Professional Services description.

Understanding your client's services and ensuring they are captured accurately in a broad professional services description is key to placing the policy for a broker. So it is important that the client's Capability Statement and website be reviewed and required coverage discussed in detail.

In the new ProfessionalEdge Product suite, AIG has worked hard to capture all activities within the industry specific wordings. In addition, our underwriters will work to ensure a comprehensive Professional Services description is formulated correctly.

Easily quote and bind ProfessionalEdge policies online via Sunrise or the AIG Transact Business Portal.

### Winning Tip No. 2

The most important aspect for a broker when placing a Professional Indemnity policy is knowing what their client does and ensuring they have a Professional Services description which captures these activities.



#### For more information and sales tools: www.aig.com.au/ProfessionalEdge

American International Group, Inc. (AIG) is a leading global insurance organisation. Building on 100 years of experience, today AIG member companies provide a wide range of property casually insurance, life insurance, retirement products, and other financial services to customers in more than 80 countries and jurisdictions. These diverse offerings include products and services that help businesses and individuals protect their assets, manage risks and provide for retirement security. AIG common stock is listed on the New York Stock Exchange. Additional information about AIG can be found at www.aig.com/strategyupdate | YouTube: www.youtube.com/aig | Twitter: @AIGinsurance | LinkedIn: www.linkedin.com/company/aig. AIG is the marketing name for the worldwide property-casually, life and retirement, and general insurance operations of American International Group, Inc. For additional information, please visit our website at www.aig.com. All products are services are written or provided by subsidiaries or affiliates of American International Group, Inc. In Australia, insurance products are issued by AIG Australia Limited ABN 93 004 727 753, AFSL 381686. Products or services may not be available in all countries, and coverage is subject to actual policy language. This document provides a general overview of the subject matter and should not be taken as providing any specific advice, legal or otherwise. The content is a guide to coverage benefits and should not be relied upon to determine policy coverage. The precise scope and breadth of policy coverage is subject to the specific terms and conditions of each policy wording. Non-insurance products and services may be provided by independent third parties.