

Our Value Proposition - IMC Newbury 4 Cornerstones

1. Communication:

Our service value proposition is unashamedly old fashioned and personal. You are dealing with people not websites, automated systems and call centres. We communicate.

2. Experience:

All IMC Newbury Client Brokers have 10yrs+ experience in Trade Credit Insurance or related industries. We have the industry lowest client-to-broker ratio, all which leads to quality, timely and competent advice and service. We deliver “above and beyond” for our clients.





3. Products:

We are innovative in our approach to products and processes which can be tailored to suit individual needs, including our:

- *Adverse Health Check Package*
- *Service Level Agreement*
- *Annual Policy Health Check*
- *Bi-Annual Debtors ATB Review*

4. Compliance:

We are totally focussed on policy compliance to ensure that our clients get claims paid. This includes the Bi-Annual Debtors ATB reviews, Annual Policy Health Check and monthly overdue report reminders. We empower our clients by advising, educating and supporting them to ensure policy compliance and effective policy cover.

 <p>IMC ADVERSE HEALTH CHECK PACKAGES</p> <p>The matching of your debtor database to verify the correct legal entities, unlimited ASIC and litigation alerts and a Veda bureau check to minimise bad debts and improve your cash flow</p>	 <p>SERVICE LEVEL AGREEMENT</p> <p>Our written commitment to you setting out an agreed servicing program tailored specifically to your needs.</p>	 <p>ANNUAL POLICY HEALTH CHECK</p> <p>An in depth review of your insurance program designed to ensure that the policy is properly structured and aligned with your business.</p>	 <p>BI-ANNUALDEBTORS ATB REVIEW</p> <p>A twice annual review of your debtors aged trial balance to check for adequate credit limit coverage and correct reporting of overdue accounts</p>
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