Why Insurance Companies Partner with Brokers?

AMERIND Risk, the only 100% Tribally owned insurance provider in the United States, partners with reputable brokers, who offer unbiased access to various insurance markets. “Brokers can advise Tribes on how best to bundle or customize an insurance program to fit their specific needs,” said Tina Duncan, AMERIND Risk Business Development Manager.

- Insurance brokers are better equipped to be in the field to identify your insurance program
- One insurance carrier may not do it all
  - Some carriers don’t offer auto or underground storage tank insurance
- You always need a broker to package your insurance
- Insurance carriers take the risk and pay claims

Broker Traditional Buying Chain

Request for Proposals (RFP) Broker Processes

These are the top five questions you should ask when interviewing brokers during the RFP process.

Ask Your Broker?

1. Tell us in general about your organization?
2. Tell us about your team?
   - What is their role?
   - How long have they worked with tribal accounts or tribes?
3. Ask about risk management services?
4. What is your community involvement?
5. What is the service plan?
   - How do you communicate with your clients over the year (via phone, e-mail)?
   - How often do you visit your clients?

Risk Management Services

“The practice of identifying and analyzing loss exposures and taking steps to minimize the financial impact of the risks they impose.”

- A broker and/or insurance carrier should perform a thorough property review to reduce risk
- Trainings and inspections are usually included in the policy