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BIM Agent Makes $24,000 Cyber Sale

Congratulations to Big "I" Markets agent Judy Roberson of Business Insurance Solutions, Inc. (BISI) in Maryland - she just wrote a **Cyber Liability - Coalition** policy for over $24,000 in premium! And she is definitely planning on writing more.

Roberson has been a Big "I" member since 2005 and has known and worked with Big "I" Markets' Cyber Liability Program Manager Carla McGee in the insurance industry for over a decade. When Carla joined Big "I" Markets, they chatted about her new position and products. Judy had once sold a Coalition policy through a wholesaler and was excited to now be able to have direct access to Coalition's quote platform as a member of Big "I". BISI includes cyber in their recommendation to their insureds and have access to several other markets.

Judy found the Coalition process "very easy once you know what questions are needed," and loved the chat feature allowing instant access to an underwriter. She also was excited about how the Coalition process provides multiple limits/deductibles that can fit the client's affordability and desirability. And her clients are impressed with the free pre-assessment and cybersecurity recommendations provided in Coalition's customized Cyber Risk Assessment.

"Coverage, ease of quoting/issuing, underwriting willing to respond quickly have made it easy to sell this, especially if we are quoting a renewal from another company," Roberson says. "And the cost point for adding Technology [E&O] has made my smaller [software/technology] clients willing to take both."

Between really great coverages that were recently enhanced, including a Criminal Award that Coalition would love to be the first to pay out, and service rated a "10 out of 10" by Judy, you can see the Big "I" Markets Coalition Cyber program has a lot to offer.

Learn more about Coalition's mission to "Solve Cyber Risk" by logging into Big "I" Markets, or contact Carla McGee, Cyber Liability Program Manager, with any questions.

The product and eligibility may have been revised or discontinued since the original article was written. Review the Information page for each product on Big "I" Markets for current content and instructions.

Original Article Publication Date – April 2, 2019