

YOUR CYBER INSURANCE BROKER IS AN INVESTMENT IN YOUR BUSINESS



NOT ALL BROKERS ARE CREATED EQUAL

Ask the right questions to make the best decision for your bottom line:

- How do you familiarize yourself with a company's unique risk profile?
- What does your process look like for properly structuring cyber coverage for your clients?
- Do you have experience working with similar clients?
- What will you do to help me understand the ins and outs of my coverage?
- How have you advocated for clients in the past when they were met with unfavorable terms for coverage or were declined?
- How do you stay abreast of cybersecurity trends and carrier requirements?
- Do you have a team that specializes in cyber insurance coverage?
- Can you speak to your relationships in the cyber insurance market?
- Which cybersecurity resources can you connect me to?
- What is the process for managing cyber claims?
- Do you have references you can provide?

If your existing or prospective broker cannot provide satisfactory answers to these questions, then they might not be the right broker for your needs.



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