



# Credit Insurance & MicroBonding



# What Is Credit Insurance?

- 100+ year old product
- Insurance policy to protect your accounts receivables
- Normally 12 months in length
- Claims can be filed as early as 1 day late up to 180 days from shipment
- Claims paid in 30-60 days from filing, after collection period
- Can insure full portfolio or segmented
- Normally zero deductibles and 5-10% coinsurance

# Why Do Fuel Companies Buy Credit Insurance?

- Sell new gallons
- Sell more gallons to existing customers
- Enhance their credit department through monitoring and speed
- Acquisitions
- Borrow better
- Sleep better at night

# Credit Insurance Replacement?

## MicroBonds-

- 100% coverage – No deductible, coinsurance, credit limits fees, or true-ups
- Up to 12-month, non-cancellable contracts
- Fully flexible instrument to run alongside or replace existing security
- Centralized, standardized platform for full contract and visibility
- Claims paid 5 days from filing
- Fairly new to market and harder to qualify

# Leykell / Marsh McClennan Agency Acquisition

- Provides additional resources and new markets
- Specialists in fuel
- Deeper relationships with carriers

# Next Steps

If you currently carry credit insurance:

- Let us see if you qualify for a MicroBond
- Let us analyze your current policy to make sure you're not overpaying. We can help avoid denied claims and expand your coverage. Most always we can improve your policy.

If you don't carry credit insurance:

- No fee to get quotes and underwriting buyers
- We can perform an ROI analysis





**Cory Watson**

**President**

**817-715-5678 cell**

**817-600-1916 office**

**Cory.Watson@Leykell.com**

**Leykell.com**