

8 REASONS WHY YOU NEED TO THINK ABOUT TRADE CREDIT INSURANCE IN TODAY'S ECONOMY

1. Promote growth

In the current uncertain economic climate, when bad debt claims have hit a 10-year high in the UK, Trade credit insurance is a vital tool for businesses that are looking to boost growth. Backed by Allianz, we give companies the confidence to trade at home and abroad.



2. Risk analysis

Trade credit insurance helps companies to understand how creditworthy their potential and existing customers are and to insure against the growing threat of non-payment. In turn, it enables them to be more certain about the future, making it more likely to hit revenue and profit targets.

3. Generous commissions

Providing this valuable service will also help your business to grow, as trade credit insurance offers generous commissions for relatively little effort. It can be offered as an added-extra to existing clients, helping to deepen relationships, or serve as a point of differentiation for new ones.



4. Wide-ranging protection

Risk comes in many forms but trade credit insurance deals with the most common and the more unlikely reasons for non-payment, from increased insolvency rates to political risks. It also provides protection for businesses in all types of sectors, enabling you to serve a wide range of clients.

5. Monitoring service

Businesses can gain greater clarity about their customers thanks to trade credit insurance. Our monitoring service – backed by data from our risk teams and market-leading Economic Research Department – checks the most up to date financial information of over 40 million companies, providing a vital early warning system when things go wrong.



6. Peace of mind

By identifying safer trading partners, your clients get peace of mind that an unexpected bad debt won't hinder their progress. Trade credit insurance enables them to be more confident when building their customer base and to grow their business.

7. Access to financing

Trade credit insurance has a lot of respect in the financial world. Banks and other lenders look more favourably on companies that have it and may offer better terms and conditions on financial packages too – an added bonus for your clients looking to grow.



8. Responsive service

Trade credit insurance is not complicated. Thanks to the first-class training and ongoing support and administration that we provide, you can offer this vital product to your clients with confidence.

This is the first in a series of masterclasses about trade credit insurance. [Click here to learn more.](#)

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