

Keeping The Love Alive: Successfully Managing Independent Adjusters

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Licensing and Compliance

- State & Local Guidelines
- DOI Compliance
- CAT Governance

PIFs and Client Concentration

- Areas of Concentration
- Homeowner vs Commercial
- Specialty Risk
- Client Focus

Resourcing and Staffing

- Asset Allocation
- Relationship Building
- 1099 vs W2
- International Coverage

Alignment With Daily Assignments

- Who gives you the work?
- Who continues to foster the relationship?
- Future opportunities
- Areas of partnership

Information Technology Concerns

- Vetting the process
- Testing the downloads
- Data Sharing
- Feedback

Developing a True Partnership

- Developing rapport
- Understanding the needs of carrier and client (end user)
- Commercial v homeowner
- Policy interpretation and differences