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## **We Help You Sell and Create Exit Barriers... COI Track®**

### **Discovery & “leverage” questions...driving client awareness to you as *The Solution Provider***

1. Are you aware that expired COI's can leave you without coverage, expose you to unnecessary losses and claims, or premium assessments?
2. Did you know Insurers recommend managing COI's and this can have an impact on your rates?
3. Does your current insurance consultant assist in reviewing contracts, establishing minimum limits for projects, or Contractor Auditing?
4. Do they have a structured and formal tool for efficiently managing Certificates of Insurance?
5. Does your current insurance consultant help in day to day management or offer a tool like COI Track to help you manage the COIs?

***TCOR-Based Selling and Servicing...Differentiates While Helping Clients***