



FOR ALL THE COVER YOU NEED!

## BUSINESS OBJECTIVES

To provide debtors with Insurance Security for loans taken.

## THE CHALLENGE

ABC Vision Studio, a retailer of unique, designer eyewear has been in business for several years. Over these years, the proprietor accumulated several debts as the result of loans taken from creditors. Due to cash-flow constraints these debts could not be repaid in a timely manner and a solution had to be sought. The proprietor knew that he needed the advice and expertise from someone that had experience in this field. He turned to his insurance broker.



## THE SOLUTION

The broker turned to Insurance Brokers West Indies Limited, one of the region's most respected brokerage firms, specializing in risk-related services primarily to Industrial, Commercial, Public and Government, Statutory and Private Enterprises. Due to the proprietor's medical, age and cash flow constraints the broker was able to arrange a Personal Accident Policy valued at \$9.1 million, which was in turn assigned to the Creditor.

## THE ROI

Tragedy eventually struck. Three years after securing the policy, the proprietor fell off his roof while effecting repairs and died from the resulting injuries. The total claim of \$9.1 million was paid to creditors which substantially liquidated his indebtedness and subsequently saved immediate family members from incurring any left-over costs.

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Insurance Brokers West Indies Limited is a locally owned, incorporated registered insurance broker providing professional advice on insurance and related risk management services. These services are designed to **identify, evaluate, control and transfer risks concerning the safety and security of life and health, property and financial assets.**

The Company has been operating in Trinidad and Tobago since 1961 and is firmly established in the local market specializing in risk -related services primarily to Industrial, Commercial, Public and Government, Statutory and Private Enterprises. This specialization fosters the development of qualified and motivated staff who are assisted with opportunities both local and overseas.

