



### *What Can Credit Insurance Do for You?*

- Enable you to extend open credit terms to new or existing clients
- Provide protection for your company's balance sheet against bad debts
- Stabilize your cash flow
- Increase your borrowing power
- Allow you to explore new marketing opportunities safely and securely

Actual policy wording and the endorsements determine coverage, exclusions, and limitations and are not altered by statements made herein. All coverage is not available in all areas.

## **A Land of Opportunity**



### **Domestic Credit Insuranc**

### **Maryland Netherlands Credit Insurance Company,**

*A Fidelity & Deposit Company*

*A member of the*  **ZURICH Group and** 

### **Maryland Netherlands**

### **Credit Insurance Company, Inc.**

*A Fidelity & Deposit Company*

For more information,  
contact your specialist insurance broker

or call us today:

**1-800-822-3223**

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## **New business presents new opportunities...**

While new business presents new opportunities, it also leads to increased risks and uncertainties. Maryland Netherlands Credit Insurance Company (MNCIC) partners with companies like yours to assist with your expansion efforts, while protecting your commercial accounts receivable.

## **Why Buy Credit Insurance?**

MNCIC's credit insurance protects against catastrophic losses resulting from the insolvency or protracted default of your customers.



If your company is uncertain on how to approach a new market, you can rely on MNCIC's knowledge and experience. Whether establishing a relationship with a new buyer or selling to a long-time associate, MNCIC's policies help establish an overall "peace of mind" for your company's executives.

## **Insuring Against Losses**

MNCIC's credit insurance policies are flexible and cost effective. The program eliminates the obstacles encountered when conducting business and covers many loss situations, ranging from uncollectible accounts to bankruptcy.

## **Accounts to Insure**

Your company may choose to insure its entire portfolio, or only cover its largest key accounts...those which would create a catastrophic loss if they became insolvent. MNCIC customizes the policy to meet your specific needs.

## **What It Costs**

Based on industry segments, annual sales, and prior loss experience, MNCIC's premium rate is usually a fraction of 1% of sales. MNCIC makes purchasing credit insurance easy and affordable.

## **Policy Procedure**

MNCIC's basic principle of partnering with its customers remains the same, whether the customer is a family-owned business or a multinational corporation.

## **Application**

Our relationship begins with the completion of an MNCIC application. Your company submits it to your MNCIC Representative or specialist insurance broker, and the review process starts.

## **Submission to Policy**

Using the information you provide in the application, MNCIC performs a loss and industry analysis to assess your company's risk. This helps MNCIC to understand the credit practices of your company and whether there is a history of aged accounts receivable or buyer default.



MNCIC then provides an unbiased evaluation of your primary buyers and establishes credit limits for each of them. This knowledge allows you to determine your company's future business activities with these customers. MNCIC structures and prices each policy individually to accommodate any special characteristics of your company or industry. If initial terms are acceptable, MNCIC prepares to turn your submission into a policy.

## **Credit Management Partner**

After issuing a policy, MNCIC assists with questions concerning your coverage or the specifics of a risk. MNCIC also monitors the market exposure of your company's customers and warns you of any potential uncertainties within your industry or particular buyers.

## **A Few of MNCIC's Advantages**

MNCIC's knowledge of the sectors and markets where you want to expand will give you the information and credit protection you need.

## **Generate More Sales**

MNCIC's credit insurance enables your company more goods or services on credit terms while substantially reducing the overall risk of non-payment by your

## **Stabilize Cash Flow**

Credit insurance can allow your business to accurately budget and forecast premium costs. Furthermore, credit insurance protects your company's balance stabilizes cash flow by reducing unexpected or catastrophic debt losses.

## **Boost Borrowing Power**

As a policyholder, you can name your financial institution as "loss payee," thus providing a bank security when lending. Because a credit insurance policy may reduce credit risks, it could result in more favorable terms and loans.

## **Choosing Your Partner Wisely**

MNCIC is a joint venture between the Fidelity and Company of Maryland (F&D) and the NCM Group of Netherlands, two leaders in the insurance industry. Founded in 1873, the Zurich Group of Switzerland owns 100% of F&D, retains over \$120 billion in a company that operates from offices in more than 90 countries. Swiss Re of Switzerland, which owns 85% of the NCM Group, has been a leader in the world of reinsurance since 1819. Swiss Re possesses vast reserves of experience, in capital, as well as a network of offices that span the globe.

## **...Why limit your business?**