

Debt Protection

A debt protection program is an option for banks and lenders looking to market an additional revenue-generating service to customers with closed- or open-ended loans or credit lines.



Scope of program

- Turn-key services for program administration, underwriting, risk transfer
- Partial or full risk transfer to a contractual liability policy
- Benefit activation and processing
- Product development assistance, analysis and reporting
- Comprehensive reinsurance capabilities

Benefits

- Lender-defined program provides marketing flexibility and simplified administration
- Uniform program instead of state-by-state variations
- Lower administration costs
- No insurance licensing requirements for solicitation
- No filed insurance forms, unlike traditional credit insurance
- Program and pricing flexibility
- Branding of debt cancellation product

Sales training

Not everyone is a natural salesman, but anyone can be trained to present the facts about a debt protection program. Through on-site, online and self-paced training options, we provide both new hires and veteran staff with the skills to:

- Match a customer's need with the best-fit program
- Establish a comfort level with program selling points
- Learn how to address objections
- Spot cross-sell opportunities
- Close more sales

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American Modern Insurance Group
Financial Institutions Division

800-879-1079
fid.info@amig.com
fid.amig.com

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