



# The Buyer's Guide to Business Insurance with Worksheet (PSI Successful Business Library)

*Don Bury, Larry Heischman*

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The Buyer's Guide to Business Insurance is full of step-by-step guidance, ideas, and tips on how to improve your business insurance costs, coverage, and service from both insurance agencies and companies. The authors bring more than 38 years of industry experience to this helpful, non-technical reference guide -- showing you how to get the best property and casualty insurance coverage at the lowest prices.

One of the simplest ways business owners can save money is by re-examining their policy assumptions - an immediate refund may be yours for the asking. Most business insurance policies and rates are based on payrolls, inventories, or sales volumes. Too often, premiums on current policies are based on high values from pre-recession days. Your premium payments can be reduced simply by furnishing your agent or broker with the current real numbers. The Buyer's Guide to Business Insurance will:

- \* Help you save money and time when purchasing business insurance
- \* Simplify insurance purchasing with clear directions in an easy-to-use format
- \* Empower you with inside information about insurance people and industry methods
- \* Demystify the insurance process
- \* Eliminate confusion and complexity
- \* Help you avoid poor service

You will learn:

- \* What to look for in a policy;
- \* What questions to ask the broker; and
- \* How to compare alternative quotes.

Checklists, comparison charts, prepared letters, and forms make this book especially easy to use. If you want to save time and money through a streamlined process, and gain an unbiased viewpoint of your business insurance situation, read The Buyer's Guide to Business Insurance.

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