

DISCOVER THE DIFFERENCE: SUPPORTIVE CLIENT PARTNERSHIPS



When you select FM Global as an insurer, you have a strong team behind you. That is the essence of the partnerships our clients form with us. Every FM Global employee who interacts with you plays a role. We focus on understanding your business. This knowledge allows us to contribute to your success by helping reduce your long-term cost of risk—whether it be through engineering recommendations, research done on your behalf, policy customization or business risk consulting.

At the heart of this partnership is the client service plan, the roadmap that ensures you receive the most benefit from your property risk management program.

Clients often call FM Global an extension of their risk management team because—as a policyholder, you receive these benefits and more:

Collaboration in meeting your risk management goals

- Client service team that consults with you regularly and shares your loss prevention objectives
- Flexible long-term risk management plan
- Cost-effective recommendations that can be implemented immediately
- An organization that adapts to changes in your business

A team you can count on

- More personalized attention
- Knowledge of your specific needs
- Attuned to your way of doing business

A client-focused, dynamic process

- Knowledge of your industry and your organization
- Understanding of your risk exposure

2013 Risk Manager Choice Awards

Scale: 1 (poor) – 9 (excellent)

FM Global ranks highest among top competitors



2013 Risk Manager Choice Awards, Property Casualty 360°, a National Underwriter website

65%

OF CLIENTS HAVE INSURED
WITH FM GLOBAL FOR
10 YEARS OR MORE