

# GAMBONINI CONSULTING LTD

Antoinette “Toni” Gambonini

*Four clients are international, how international are you?*

# 7 Reasons you need to take the time and make the effort to name your local country broker

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Why it is MISSION CRITICAL for your team  
to DIRECT your carrier's underwriter  
about who you want used as the local  
broker?

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Otherwise your underwriter will put your  
business with whomever they like, and  
then...

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1. You will not know who the local broker is that the carrier placed your local client with

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2. You will not know who to share your local country underwriting material with for local country policy checking

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### 3. You will not run the relationship with the local broker

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4. The local broker will NOT take direction from you

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5. There will be NO revenue sharing, back to you

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6. THE UNKNOWN BROKER WILL BELIEVE THEY OWN THAT CLIENT...and  
it could be a crack in the door to the rest of the client...

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7. You will NOT be able to tell the client you are “controlling” their programme...

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Need help, need an International Business Development Course for your team?

Call me



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