



JDi Data Partners with Arizona Insurance Agency to Offer Superior Help to Their Clients

How an Insurance Agent Working With CTrax Can Produce Outcomes That Are Not Possible with The Traditional Insurance Offer

From the Agent...

Our insurance agency specializes in construction. We compete with the top competitors for the largest and most respected contractors in Arizona. Our strategic partnership with JDI has made it possible for us to design, invent, and make a unique offer to our general contractors and all of our clients who need help managing certificates of insurance.

The offer we are able to make is the superior offer in multiple ways... it helps our clients manage their certs more efficiently and more effectively, it greatly reduces their exposure, and because of that it gives me the leverage to negotiate the absolute best terms and pricing the insurance marketplace will bear.

We have been helping our general contractors manage their certificates for over 8 years now, and what we've learned in that time is that it is extremely difficult for them to keep up with the ongoing changes with their subcontractor's insurance as they renew from year to year. Even more challenging... a contractor really has no way to keep up with the changes the insurance carriers might make to their policy language and endorsements. We find subcontractors who were compliant with their insurance requirements can renew their policies with the same carrier, and then find themselves non-compliant. And maybe the most dangerous threats we find are the various exclusions hidden in the subcontractors policies. It is not uncommon for us to find a certificate that looks like everything is in order, but then find an exclusion in the policy that eliminates coverage altogether.

Every time we start working with a new general contractor we find numerous gaps in their sub's certs and coverage, without exception. I've concluded, there is no way to manage certificates effectively without the help of a competent, knowledgeable insurance professional in conjunction with the best certificate management software. The partnership with JDI gives our agency the capabilities to provide superior help to our clients that goes well beyond simply placing their insurance. It gives us the ability to produce highly valued, uncommon outcomes for them that are simply not possible with the traditional insurance offer.

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