

# What could you do if your Accounts Receivable were insured?



You take a risk **each time** you grant credit to your customers

CONCERNING FACTS AHEAD

**38,773**  
BUSINESSES FAILED IN NORTH AMERICA IN 2015

**1 IN 10**  
INVOICES IS DELINQUENT

**80%**  
TRADE ON OPEN TERMS

**40%**  
OF A COMPANY'S ASSETS: **UNINSURED** UNPAID INVOICES

UNINSURED ACCOUNTS RECEIVABLE

**IF**  
YOUR CUSTOMER DEFAULTS ON DEBT OF \$100,000

&

YOUR COMPANY'S PROFIT MARGIN = 5%

**THEN**

YOUR COMPANY WILL NEED TO PRODUCE ADDITIONAL SALES OF \$2,000,000

A DEVASTATING LOSS OF CASH FLOW

**How much of a loss could you handle?**

## Solution:

More than 15,000 companies in North America use credit insurance to gain



KNOWLEDGE TO PICK & KEEP THE RIGHT CUSTOMERS



COVERAGE & RISK MONITORING FOR DEFAULT OR SLOW PAY

**CLEAR ROAD AHEAD**



SAFELY EXPAND YOUR SALES



SECURE BETTER BORROWING & FINANCING OPTIONS



GET PAID FOR WHAT YOU SELL



REDUCE BAD DEBT RESERVES & FREE UP WORKING CAPITAL

BAD DEBT RESERVE CAN AMOUNT TO

**2.2%**

OF YEARLY SALES.<sup>1</sup>

THE TYPICAL CREDIT INSURANCE POLICY COSTS A FRACTION OF THAT AND IS TAX-DEDUCTIBLE.



GAIN THOROUGH CUSTOMER INSIGHTS & RISK INFORMATION



INCREASE EFFICIENCY IN YOUR CREDIT MANAGEMENT PROCESSES



EXPAND EXPORT MARKETS & SELL ON OPEN TERMS

FOREIGN COMPANIES BUY AN AVERAGE OF

**40% MORE**

WHEN THEY ARE OFFERED OPEN TERMS.<sup>2</sup>

INTERSTATE



Learn more at [www.traderiskgroup.com](http://www.traderiskgroup.com)



**TRADE RISK GROUP**  
Credit Insurance Specialty Brokers

<sup>1</sup> Average bad debt reserve varies by industry. Source: <http://www.irs.gov/pub/irs-soi/08coccr.pdf>

<sup>2</sup> According to the World Trade Organization. Source: [http://www.wto.org/english/res\\_e/reser\\_e/ersd201218\\_e.pdf](http://www.wto.org/english/res_e/reser_e/ersd201218_e.pdf)