

Rate Classes

Some companies only offer two classifications: standard and preferred rates, and nothing in between. This creates an opportunity during underwriting negotiations.

A better case presentation can often move the policy from standard to preferred rates. If you have a client who is rated standard plus by one carrier and are able to move them to such a company, they automatically fall in the preferred class.

Even a small adjustment in the underwriting class rate can result in significant long-term savings for the client.