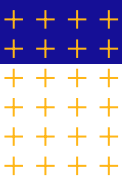


CHUBB®

SELLING IN UNCERTAIN TIMES  
CASE STUDY

# Value: *Your Secret Weapon*



Introducing Dimas, the owner of an interior design business, and his new insurance agent Adinda.

Adinda protects Dimas' business by offering insurance solutions tailored to what he values the most - coverage that grows with his business.

As a business owner, Dimas for years insured 10 of his employees on their business trips, both domestic and international, to another insurance agent before he met Adinda. His business continues to grow by opening several new office locations in major cities in Indonesia.

Unfortunately, the pandemic disrupted his business operations in these new locations and Dimas needed to send his trusted persons to deal with the disruption. However, Dimas was only able to insure one of his employees for the trip due to the pandemic that affected the finance of his business. He also began to have difficulty getting protection from his previous insurance agent and began to look for an insurance agent who could understand his condition.

After a brief introduction by telephone, Adinda agreed to offer domestic business travel insurance for one of his employees with a 90-day cover period. Instead of looking at coverage features, Adinda drew Dimas' attention to the possible consequences of not having the right insurance in the event of a claim, and to working with an insurance agent who really helps him understand his limitation.

Discover how to add more value for clients [here](#).

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