

# How an Independent Insurance Agent Can Help You Get to Closing

When you are showing a new property, having an independent agent on your team can help you take care of your potential buyer's insurance needs - thus, helping you close more business.



A local insurance agent:



## Understands the location risks of the home you're showing

He or she can move the sales process along by helping you be prepared and upfront with information about typical insurance requirements so potential buyers know what to expect.



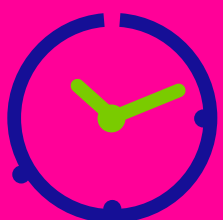
## Follows and understands industry market trends

No one likes to be surprised. Armed with insurance trend data and information, you can help your potential buyers understand the issues that could affect their insurance costs.



## Can help your prospective buyer understand their insurance premium

Higher than expected insurance costs can drive interest away from the property you're showing. An independent agent can help your clients understand what to expect and why.



## Knows that prior claims can delay your closing.

When you're showing a high-end house that has been repaired or rebuilt after damage, you'll want to know that everything was fixed completely so the home is back to its pre-loss condition. That only happens when your clients had the right insurance in place.

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