



**Business Interruption Consultants, Inc. has opportunities for experienced sales consultants!**

## **NOW HIRING: REGIONAL SALES CONSULTANTS**

RESPONSIBILITIES INCLUDE:  
promotion & sale of website and  
company services to commercial  
property insurance agencies.

These commissioned positions allow unlimited growth opportunities for the self-starter with potential for future advanced technical training. Income limited only by your goals. Applicants should have experience with commercial property, risk management, and claims. Familiarity with insurance agency operations is a plus.

**Send your résumé to: [INFO@BISIMPLIFIED.COM](mailto:INFO@BISIMPLIFIED.COM)**

# Get the Facts!



### ● ACCORDING TO AN FM GLOBAL INSURANCE COMPANY STUDY

of more than five hundred multinational companies, businesses with weak risk management practices, compared with those with strong programs, face a fifty-five times greater risk of property loss due to fire and fire-related losses that are four times as costly (an average of \$3.2 million per loss as opposed to \$750,000). Similarly, companies with weak programs face a twenty-two times greater risk of property loss from natural disasters and natural cat losses that are seven times as costly (an average of \$3.4 million per loss as opposed to \$478,000).

### ● ACCORDING TO RISK MANAGEMENT, JULY/AUGUST 2010 ISSUE:

This is the sixth year of the soft market and pricing remains favorable for insurance buyers, but there is an underlying weakness beneath the surface that provides an early harbinger of the change to come. How long the soft cycle will last is, as always, unclear. Nevertheless, the chance of a soft landing, or some other benign end to the cycle, is highly unlikely. Instead, the cycle will end in tears—as it always does. Those who begin preparing now will be well-served and those who do not will be expecting different results from a market that has done the same thing over and over. As Einstein famously said, “That is the very definition of insanity.”