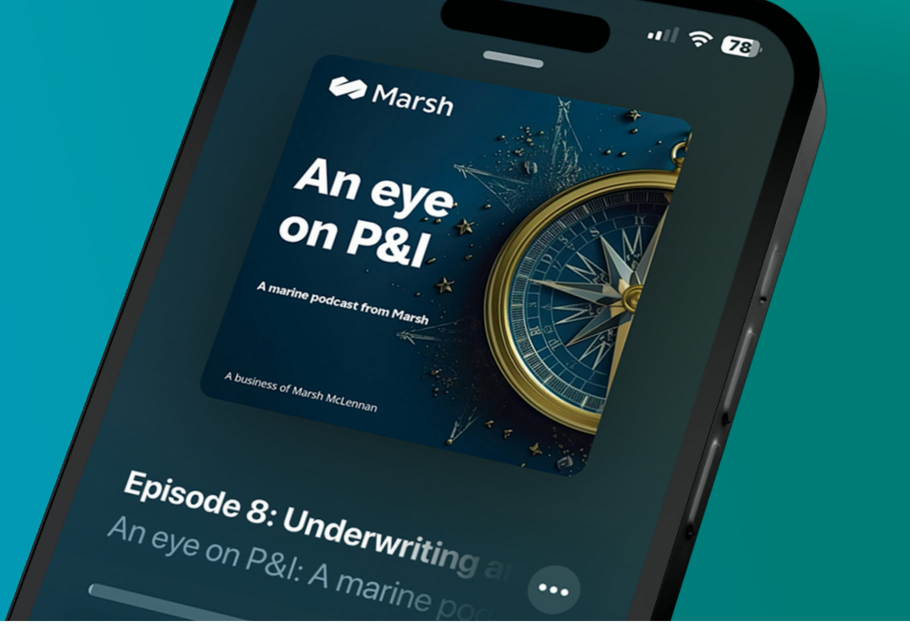
Marsh

An eye on P&I: A marine podcast from Marsh

Episode 8 Underwriting and pricing



An underwriter's primary responsibilities are **providing quotations** for new members and **negotiating the renewal** of existing members.

Any general increase is decided by the club's board of directors, taking into account the club's financial performance and projected costs.

The underwriting department also plays a key role in **business development**, seeking new growth opportunities and marketing the club to potential members.

Clubs that do not apply a general increase still have overall targets.

Abatement layers provide a mechanism to mutualise larger claims within a certain range (and within the club's retention).

For more information, please contact our podcast hosts:

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