

A Conversation with Christy Hammond

Meet Big “I” Markets’ dedicated cyber insurance program manager and discover the benefits of the Coalition Active Insurance program



With IIABA’s partnership with Coalition, Big “I” members now have access to a Cyber Liability and Executive Risks program. Coalition has pioneered a new form of insurance called Active Insurance, bringing together three essential capabilities:

- Real-time risk assessment
- Ongoing monitoring and protection
- Rapid response to provide support before, during, and after an incident occurs

What are some unique features you want Big “I” members to know about this program?

For agents:

- Direct access to Coalition’s website to quote and bind coverage
- Simple Applications – [Cyber](#), [Executive Risks Small](#) (up to 150 employees), [Executive Risks Large](#) (+150 employees)
- Work directly with Coalition’s underwriters and cybersecurity experts
- Risk Assessments and resources provided to easily communicate coverage needs with clients
- [Admitted and Non-Admitted Cyber Liability options](#) in most states, providing a one-stop-shop
- Competitive commissions, starting at 13%
- Cyber Liability Surplus Lines filings handled by Big “I” Markets

For consumers:

- Free Risk Assessments to better understand exposures
- Free [Cyber Security Tools](#) to help prevent attacks and advice for protecting their business
- Broad policy form and unique coverages for [Cyber Liability](#) and [Executive Risks](#)

- [In-house incident and crisis response team](#) to help policyholders recover fast
- No more waiting for insurers to coordinate and authorize resources —with Coalition, they’re instantly available!
- [Knowledge Center](#) for guidance on how to implement basic security measures
- Policyholder Dashboard to implement and monitor security controls, refresh risk assessments, communicate directly with Coalition’s security experts, and report claims or incidences

What resources are available to help agents sell and understand Cyber Liability & Executive Risks?

- Coverage overviews
- Cyber Savvy Guides
 - Overcoming Cyber Objections
 - Demystifying Cyber Coverage
 - Understanding Cyber Risk Assessments
- Understanding Security Controls
- Unlocking Growth with Executive Risks
- Executive Risks Sell Sheets
- Coverage Comparisons
- Cyber Declination Form Template
- Cyber Bulk Quote Template for 50+ risks
- Cyber Claim & Limit Calculators
- BOR template
- Claim Examples
- Client-ready marketing
- Pre-recorded webinars
- Knowledge Center



Christy Hammond
Cyber Insurance Program Manager

How do Big “I” members access Coalition’s products?

Big “I” members first need to [register for Big “I” Markets](#). Staff who are quoting and binding will need their license number entered in [Step 5](#) of the registration. Those staff will log into [www.bigimarkets.com](#) to select the appropriate product, either “Cyber Insurance – Coalition” or “Executive Risks – Coalition,” and click “Request A Quote” in the menu on the left. This will create and log the user into their Coalition Dashboard to quote any of the Coalition products. After generating the Coalition Dashboard through the Big “I” Markets authentication process, users can create a direct login to their Coalition Dashboard to bypass the Big “I” Markets platform. To get started, call me and I can walk you through!

What are agents saying?

“The Cyber Program really is as easy as advertised. From quote to bind takes less than five minutes. Very impressed!”

Thomas Rhodes, CPCU, CIC, AAI, AIC, ARM, AU, AFSB, CBIA, John Hackney Agency, Inc. Rocky Mount, NC

Quoting cyber liability has never been easier!
Visit [www.bigimarkets.com](#).

Contact Hammond directly with any questions:
christy.hammond@iiaba.net or (800) 221-7917 x 5447