ClientSide Risk Advisory

Insurance should be the final step, not the goal.
Your advocate in the fine print.

THE PROBLEM WE SOLVE

Effective risk management begins long before insurance is purchased. We ensure all the pre-sale risk management work is completed correctly. Insurers do not pay more commission to those who analyze contracts or develop risk mitigation practices or transfer risk before submitting to carriers.

WHO WE SERVE

Owners and executives of real estate developers, contractors, manufacturers, and professional organizations.

EXPERTISE

- Insurance Cost Reduction Strategies
- Contractual Risk Transfer
- Positioning Risk in advance of Underwriters Review
- Custom or Manuscript Policy Wording

WHO YOU'LL WORK WITH

Daniel Seltzer, CPCU

Chartered Property Casualty Underwriter with 45 years of insurance and risk management experience

HOW WE'RE DIFFERENT

- Independent advisory
- Fee-based, no commissions
- Every policy read, line by line
- Direct access to Dan, no hand-offs
- Straight answers, no hedging

Most Brokers Are Trained To Sell First
ClientSide Risk model

	ClientSide	Traditional
01 **Assess exposures**	✓	✓
02 **Risk mitigation & control**	✓	*Skipped*
03 **Study agreements & covenants**	✓	*Skipped*
04 **Transfer risk via contract**	✓	*Skipped*
05 **Insure what remains**	✓	✓
THE RESULT	Comprehensive program on a solid foundation	Policy placed, risks not fully vetted

WHAT CLIENTS SAY

"I trust his judgment since his focus is always protecting our interests"

"... he is the only insurance professional I have met in 22 years who reads, understands and explains the policy"

"Dan crafted a document outlining minimum insurance requirements for review by our counsel, lenders counsel and three insurance consultants, and no one had anything to add."

More client stories at ClientSideRisk.com

Schedule a confidential coverage review

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