

by Jon Park



Now is the perfect time to sell commercial premium finance

In today's economy, more commercial customers are searching for ways to improve their cash flow; and for your non-Westfield agency-billed customers, financing their insurance premium is a smart solution. With Westfield Bank's commercial premium finance program, you can help your excess and surplus lines customers – or any customers subject to agency billing – to eliminate the large up-front cost of their insurance program.

Our premium finance program is available exclusively to Westfield agencies and your use of this facility is a natural extension of our business partnership. We're a name you know and can trust.

We Make It Easy

Our automated system is fast and easy to use. We offer online real-time quoting and account servicing, and electronic notifications - improving efficiency for both you and your clients.

Your customers will also enjoy convenient online access to their account, billing and payment information. Combined with outstanding customer service from our staff, you can quote, sell, and maintain premium financing for all your agency-billed clients quickly and cost-effectively – all of which can help drive higher retentions in your agency.

Immediate Funding

We're different at Westfield Bank. Many of our competitors take 20 to 30 days to fund their loans... and most of them disburse the funds to the carrier. We make it our priority to provide immediate funding – usually within 24 hours – directly into your agency account. This means you receive the benefit of the premium float in your agency account current.

In addition to prompt funding, your agency can also benefit from near-limitless yield spread options (where allowed by law) as a means of generating revenue from the placement of premium finance loans on behalf of your clients.

Find out what 400 Westfield agencies with customers in 47 states already know: our premium finance program will help you write more business, retain that business, and make more money. And, as always at Westfield Bank, you will have direct access to customer service professionals and decision makers who understand your business.

To learn more contact Carl Jewell, Premium Finance Manager, at 1.800.368.8930, extension 8435; or visit us at www.westfield-bank.com.



WESTFIELD
BANK SM

Sharing Knowledge. Building Trust.®



MEMBER
FDIC