

Are Your Risk Management and Sales Goals Aligned?

Supply chain and transportation intermediaries must manage increasing demands brought on by new rules, regulations and tightening security measures. This has led to concerns about additional liability and other financial exposures these demands present. As companies design policies and procedures to mitigate risks associated with these new issues, it may often be counterproductive to your sales goals.

Our knowledge of your evolving risks helps us prepare insurance solutions that give peace of mind so you can keep moving forward. We want to help you manage your back room concerns so you can focus on growing your business.

To further help you succeed, Roanoke Trade offers the most expansive transportation-related insurance and bond training in the industry. Our courses are tailored for each client's needs, and have been proven successful at increasing the volume of both insurance and bond handling. In addition, our general courses have been approved by the National Customs Brokers and Forwarders Association of America (NCBFAA) Educational Institute, used for guest lectures at universities and for various trade group workshops.

Depending on your requirements, we believe that providing you with the right insurance and/or bond program, automation tools, training and strategic services may help you to:

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| Increase profits | Decrease E&O exposures |
| Secure new business | Manage claims |
| Improve client retention | Reduce premium costs |

What Makes Our Solutions Best in Class?

It's not clever product names. It's not marketing and promotion. Over the years, Roanoke Trade has outperformed and stood the test of time because we attract the best people. Highly-qualified professionals stay with Roanoke Trade because they fit with our culture; an environment that encourages quality and high standards of service.

For example, within our organization, we know we can count on each other to work as a team at every level toward one common goal—to serve our clients for the long-term as an advocate and partner, while attending to your urgent day to day needs. Time-proven, successful techniques and insights are shared among our associates and passed on from one generation to the next, and it just keeps getting better.

Please send your suggestions or feedback to marketing@roanoketrade.com—we encourage you to tell us how we're doing for your organization. If you're not working with us and would like to learn more about what we can do, please contact us. We can also provide you with references of satisfied clients.

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