



Collecting Reinsurance

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Panelists:

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Some approaches to securing the reinsurance asset:

- Traditional: Bill and collect
 - Observations re the process? (e.g. gathering info from different sources to generate a bordereaux-Ascertain the integrity of the data gathered - treaties, endorsements, addenda, claims and accounting records etc. (Also, once gathered, obtaining a working knowledge of the reinsurance contracts is essential)
 - Is the process effective, are payments timely?
 - Obstacles (disputing issues on an individual cession basis)
- Commutations
 - Advantages (reduce operating costs by eliminating process, reduce risk of uncollectable/insolvent reinsurer)
 - What makes a good process?
 - Obstacles and how to overcome
- Selling the asset
 - Drivers
 - Advantages
 - What makes a good process
 - Obstacles and how to overcome

