

WILLIS CORPORATE AVIATION



WE CAN HELP REDUCE YOUR COSTS THROUGH:

- Willis Aerospace's ability to bring to bear on your behalf our **significant market leverage**, as the world's largest aviation insurance broker.*
- Our **strategic trading partnerships** with key corporate aviation insurance companies, maximizing Willis' leverage on your behalf.
- Our broking team's **depth and breadth of experience**, including many longstanding relationships with senior underwriting decision makers.
- Our **electronic trading platform**, which delivers greater transaction process efficiency, enabling us to provide you with a more competitive product.
- Using our **unique rate tracking tool**, to assist our premium negotiations with underwriters.
- Our creation of a **bespoke marketing strategy**, tailored to your specific needs.

WE CAN TAILOR AN INSURANCE PROGRAMME TO SUIT YOUR NEEDS THROUGH:

- Negotiating the broadest possible coverage for your company, aided by a **designated wordings team**, which tracks coverages across our entire portfolio of business.
- Our **Willis Quality Index®**, which can assist you in determining the insurers best suited to meet your business needs.
- Our extensive experience in providing **unique solutions** for complex risks.

* Based on market share in Dollar premiums.

"Insurance is more than just the transaction. Willis is passionate about our vision to become the best insurance brokerage company in the world. To achieve this, we have analyzed the needs of our clients and developed a range of tools to help us become the broker of choice to the corporate aviation industry."

Gary Standing, Willis Corporate Aviation – Practice Leader

"Willis was flying high in this category, beating off stiff competition" Underwriters added that Willis was a "tough customer" and "works hard for it's clients"
Global Broker & Underwriter Magazine survey

Willis

WE CAN PROVIDE YOU WITH OUTSTANDING SERVICE THROUGH:

- Our **“Glocal” service**, delivering the entire breadth and depth of our global aviation and non-aviation resources to you locally.
- The **Willis Client Advocate®** model, providing you with a senior team member who manages all insurance-related aspects of your business.
- The **Willis Excellence Model®**, helping us to consistently provide you with the highest quality service.
- **Willis Online®**, giving us the ability to create client-specific websites to manage all aspects of day-to-day servicing of your account.
- Our **in-house specialist aviation claims management team**, providing you with guidance and advice throughout the claims process.
- Our **safety and loss control team**, developing solutions to help you reduce your frequency and severity of potential losses.
- The Willis Aerospace **RAMS (Research, Analysis and Marketing Services) team**, giving you access to the latest aviation insurance industry intelligence.
- Our Corporate Aviation **contracts and leaseings team**, offering advice to help protect your company’s interests.
- A wealth of **additional services**, including due diligence work, insurance certificate issuance and wordings expertise, etc.

SOME OF THE CLIENTS ALREADY BENEFITTING FROM OUR SERVICES:



“Willis consistently provides us with a wealth of global resources, innovative solutions and excellent service”

Robert H. Wells,
CEO TAG Aviation Holding



“Willis caters for our every need around the globe. Their professionalism and service is second to none and they are a very good example of how a team should work.”

Gord Wainwright, Director Risk Management & Insurance,
CHC Helicopter Corporation



“I have found Willis to be unfailingly helpful and responsive to our aviation insurance requirements.”

Howard R. Palser, CEO,
Dragonfly Executive Air Charter



“We always receive excellent and personalized service from Willis, enabling us to enhance our standing with our clients.”

David Farrar, Executive Director
Eagle Africa Insurance Brokers Kenya Ltd.



CONTACT THE TEAM

For more information about these, or any other services, please contact a member of the Willis Corporate Aviation Team

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