

FOREIGN EXPOSURE IDENTIFICATION CHECKLIST

In today's economy, international markets offer great potential for U.S. companies; however, they also present additional risks and exposures. Exposures or losses that are typically covered by insurance in the U.S. may be excluded when incorporating the international arena into your business plan. To determine if you have international exposures that may require additional coverage, review the following and check the appropriate box.

MANUFACTURING ABROAD

YES NO

- Do you manufacture any products or component parts for your products overseas? YES NO

IMPORTING

- Do you import or ship goods or products from a foreign country into the U.S.? YES NO
- Are any overseas suppliers or manufacturers considered an integral part of your business? YES NO

EXPORTING MERCHANDISE

- Do you have any revenue generated from international sales? YES NO
- Are international customers important in meeting financial goals? YES NO
- Do you have any sales firms or distributors located overseas? YES NO
- Are you involved in the exporting process of any goods shipped overseas? YES NO

INTERNATIONAL SERVICES

- Do you have any revenue generated from or do you provide international services, including computer, contracting, consulting, installation or repair? YES NO
- Do you have any licensing agreements overseas? YES NO
- Are you involved in negotiations or public relations overseas? YES NO

EMPLOYEES

- Do you have any U.S. employees living, working or traveling abroad? YES NO
- Do you employ any individuals outside the U.S.? YES NO
- Do you or your employees lease, borrow or own autos outside the U.S.? YES NO

PROPERTY

- Do you own or rent any locations overseas? YES NO
- Do you warehouse goods overseas? YES NO
- Do you participate in overseas trade shows? YES NO
- Do you or your employees travel with lap tops, sales samples or personal property overseas? YES NO

If you've checked "yes" to any of the above questions, you may be at risk for foreign loss. The Rollins Agency, Inc. can help. We specialize in providing coverage that meets the foreign liability requirements for wherever your business takes you. Please contact Markham F. Rollins III at P 914-337-1833 for additional information about international insurance coverage options.



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