



The RelMark Program Advantage

With RelMark, you get more than insurance. Fire Sprinkler Contractors get a **Team Approach** to managing risk. Our team advantage incorporates Underwriting, Claims and Loss Control; all located under one roof, working together to better serve the fire sprinkler industry.

Comprehensive Insurance Program

- RelMark has been insuring sprinkler contractors for over 10 years, 75% of our underwriting staff has been with us from the start.
- We are members of AFSA, NFSA, NFPA and SFPE and are active in each, attending events to enhance our understanding of the industry and its needs.

Dedicated Fire Sprinkler Claims Specialists

- Our claims staff handles only sprinkler claims. They understand the various system types, how they work, NFPA standards and codes, standard work practices, etc. Our claims handlers often have the upper hand when discussing liability with other insurance claim reps because of their depth of knowledge and experience.
- We have the knowledge needed to defend our insureds. Due to the technical nature of the fire sprinkler claims, we see other carriers pay claims because they do not have the proper background, technical expertise, or understanding of the fire sprinkler industry.

'Best Practices' Focused Risk Management Services

- Loss control services are targeted at industry specific loss producing areas and not general hazard assessments.
- Monthly risk management bulletins are sent directly to our insureds that address best practices and lessons learned from real claims.

Integrated Team Approach

- Claims, underwriting, and loss control work together to support each other, identifying emerging issues for the fire sprinkler contracting industry and developing educational resources for our insureds.

Contact us at 800-874-5880

www.relmark.net