

RV Deal Process Flow			
Stage	Prospect	JLTL	Market(s)
Enquiry	Provides	Receives	
Enquiry Term Sheet	Approves	Provides	Receives
Initial Information	Provides	Receives	
Initial Marketing		Initiates	Considers
Non-Binding Indication(s)		Receives	Provides
Marketing Report	Receives	Compiles	
Initial Due Diligence	Provides	Transmits	Receives
Initial Credit Committee Approval	Receives	Transmits	Provides
Initial Term Sheet	Receives	Transmits	Provides
Agreement on policy attachment, rate and structure	Provides / Receives	Receives	Provides / Receives
Further information / due diligence	Provides	Monitors	Receives
Full Credit Committee Approval	Receives	Monitors	Provides
Bespoke wording	Negotiates		Negotiates
Policy production	Receives	Receives Copy	Provides
Premium payment	Provides		Receives
Policy inception	Receives		Provides
Invoice brokerage		Provides	Receives