

## Markel Event insurance

# Tips on how to partner with local wedding venues in your area



Establishing relationships with wedding and event venues in your area can help propel your event insurance business forward.



Here are some selling points to keep in mind as you talk with local wedding venues about the importance of event insurance, and why having a free event insurance brochure stand at an event venue will help protect both the venue and their clients.



Markel is an authorized carrier through the Ivtantage expanded market program.



### Protection for once in a lifetime events

Event insurance is an easy and affordable insurance solution to protect a once in a lifetime event where every detail matters



### Protection for the event venue

A Markel Event insurance policy is primary over a commercial liability policy so if the unfortunate were to occur, the venue's commercial liability policy rates would not be adversely affected due to unnecessary liability claims.



### The event venue may be able to save money

Some commercial liability carriers give discounts for venues that require event hosts (anyone hosting an event at the insured property) to secure their own event liability policy.



### It's a service to the event venue's customers

In the era of social reviews and referrals, providing exceptional customer service is a must. Suggesting Markel Event insurance to anyone hosting an event will help give the event host peace of mind so they can enjoy the event without worry.



### It's easy and affordable

Markel Event insurance policies start as low as \$175 for \$1 million of liability coverage, and can be purchased easily from your agency in minutes.



### Free brochures

Each event venue in your area can receive their very own brochure kit (stand and brochures). The Markel Event insurance brochure clearly outlines event liability coverage limits and premiums taking out all of the guesswork for the event host. Best part? Your agency contact information can be included on the brochure, so when the event host is ready to purchase a policy, your agency is the first call they make!

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