



Small Business Insurance Brokers' Program



As mandated by Congress, OPIC places a high priority on assisting U.S. small business investors as they expand overseas. Consequently, OPIC has strengthened its Small Business Insurance Brokers Program in an effort to encourage brokers to educate small business investors about OPIC programs.



OPIC's Small Business Definition:

- ⊕ *All companies, both service and industrial, with annual sales of less than \$250 million (taking into account the consolidated sales of the parent company)*
- ⊕ *Entities with no revenues per se, such as individual private investors or newly-formed companies, with net worth or stockholders' equity of less than \$67 million*



OPIC's Small Business Insurance Brokers' Program

Annual Broker Commissions

The Broker Commission will be a 15% Annual Commission based upon the premium paid by the small business investor. The Annual Commission will be paid for the life of the contract.

Cap on Per Project Commissions

Total commissions paid to a broker will be capped by OPIC at \$100,000 per small business project.

Broker Eligibility

A broker is eligible to receive a commission upon execution of an insurance contract if the following criteria are met:

- ⊕ The broker or agent is licensed by any state or territory of the United States, including the District of Columbia, to place property or casualty insurance.
- ⊕ The potential insured investor designates the broker as "broker-of-record" for the project on the OPIC Request for Registration for the project.
- ⊕ The insured investor is a company that qualifies under the current OPIC definition for small business, as described above.

Administration

After receipt of the first year's premium, OPIC will then pay the broker the commission amount due.

Qualifications

- ⊕ All commission payments will be made to the brokerage firm listed as the broker-of-record. Only in the case where a brokerage firm name is not indicated on the Request for Registration will the commission be made to the individual broker indicated on the Request for Registration.
- ⊕ For insurance contracts with quarterly or semi-annual coverage elections, the commission will be paid in installments after receipt of the premiums for each coverage period.

OPIC welcomes the assistance of the broker-of-record in facilitating the OPIC application process for the small business investor. OPIC requests that the small business investor provide OPIC with written notification as to how communications regarding the application, executed insurance contracts and annual Election of Coverage forms should be directed.