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The Importance of the Fully Completed and Proper Application

As anyone that has ever had to apply for a passport can attest, it's important to provide all the mandatory pieces of information required by Passport Canada. Otherwise, your wait, the cost of your parking and all your ensuing frustration will have been for nothing when you are turned away and told not to come back without the missing information. This unnecessary delay could result in a missed flight and that "last-minute deal" would be a thing of the past.

The purchase of insurance also requires detailed information in order to be underwritten correctly. The importance of the "**fully completed**" and "**proper**" application is twofold. It provides the underwriter with all the pertinent information and using the proper application means you don't have to go back to your client to have another application completed, which can be time-consuming and inconvenient to the client. And, your omission to use the correct application will not be lost on the client, on whom you want to make that good and professional impression!

Complete information is the key to quick turnaround times. When was the last time you heard an underwriter say they'd received **too much** information with a new business submission? Help us to help you make that first, lasting impression a good one, and to have your client enjoy their travels with a registered insurance broker and ENCON.

The information contained herein should not be relied upon as legal advice or legal opinion with respect to any specific factual circumstances.