

# CHECKLIST | FOREIGN EXPOSURE IDENTIFICATION

Presented by Sahouri Insurance

Date:

Review conducted by:

International markets can offer great potential for U.S. companies; however, they also present additional risks and exposures. Exposures or losses that are typically covered by insurance in the United States may be excluded when incorporating the international arena into your business plan. To determine whether you have international exposures that may require additional coverage, review the following checklist.

MANUFACTURING ABROAD	YES	NO	N/A
Do you manufacture any products or component parts for your products overseas?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

IMPORTING	YES	NO	N/A
Do you import or ship goods or products from a foreign country into the United States?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Are any overseas suppliers or manufacturers considered an integral part of your	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

EXPORTING MERCHANDISE	YES	NO	N/A
Do you have any revenue generated from international sales?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Are international customers important in meeting financial goals?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Do you have any sales firms or distributors located overseas?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Are you involved in the exporting process of any goods shipped overseas?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

INTERNATIONAL SERVICES	YES	NO	N/A
Do you have any revenue generated from international sales?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Are international customers important in meeting financial goals?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Do you have any sales firms or distributors located overseas?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Are you involved in the exporting process of any goods shipped overseas?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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EMPLOYEES	YES	NO	N/A
Do you have any U.S. employees living, working or travelling abroad?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Do you employ any individuals outside the United States?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Do you or your employees lease, borrow or own autos outside the United States?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PROPERTY	YES	NO	N/A
Do you own or rent any locations overseas?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Do you warehouse goods overseas?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Do you participate in overseas trade shows?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Do you or your employees travel with laptops, sales samples or personal property overseas?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

If you've checked "yes" to any of the above questions, you may be at risk for foreign loss. Sahouri Insurance can help. We specialize in providing coverage that meets the foreign liability requirements for wherever your business takes you. Please contact us for additional information about international insurance coverage options.