

# *The Collection Management of Brokers in the Spanish Insurance Industry*

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**Abstract:** In this research we focus on the process of collecting insurance premiums from insurance brokers in Spain. Specifically, we focus on the possibility of deferring the payment to insurance companies of premiums collected from clients. In this case, the broker collects the premiums payable under the client's insurance policy but does not immediately send the funds to the insurance company. Instead, the broker waits until the end of the legal period and uses this money in the meantime either to make business-related payments or invest in short-term assets in order to obtain an extra return. In this way, in this work we analyse the operational performance of insurance intermediaries in order to contrast this possibility. Thus, we use OLS regression analysis methodology in order to study the relationship between firm operating performance and collecting premium responsibility.

**Keywords:** insurance broker, operating performance, collecting premium, risk, deferring the payment