providing cover for one to six large commercial vehicles, including haulage vehicles or any number of skip-carrying or light goods vehicles.

BIBA selected Davis Underwriting, part of The Davis Group, because of its expertise across the transport industries. It is a long-established member of BIBA offering a quality underwriting service, as well as providing brokers with the ideal way to compete for haulage and transportation business.

MotorRisk – BIBA enables brokers to place risks easily, with direct access to knowledgeable underwriters, familiar with the demands and needs of your haulage and transport clients. Staff appreciate the variations that can arise whether insuring tippers, transporters or a client with multi-trailers. In the real world, many people who leave a haulage firm to set up on their own may not have any bonus in their own right.

The MotorRisk – BIBA scheme can offer up to 40 per cent introductory bonus to new ventures and will take an excellent driving experience into account, rather than penalising a client for being a new venture.

Kevin Hancock, group managing director and chairman of BIBA for the Anglian Region, comments: “We offer brokers extensive cover, competitive premiums and a genuine desire to trade. Our goal is to work with brokers to help us both win business.”

Contact Kevin Hancock on 01638 608 060 or kevin.hancock@thedavisgroup.com

We offer brokers extensive cover, competitive premiums and a genuine desire to trade.

Advising the experts

It is a year since BIBA launched its professional indemnity scheme, which we provide with three expert brokers – Alexander Forbes, First City and Towergate. A key advantage is the advice on offer, but are all brokers ready to admit this is something that could benefit them?

Brokers pride themselves on their ability to advise their clients well. They assist them in preparing a claim, expertly deal with insurers’ objections and encourage swift payment.

The relationship with underwriters allows brokers to achieve results that a client could not secure alone.

But why should brokers place their own professional indemnity insurance? Often someone from the outside can see things a lot more clearly.

Brokers know from experience how much their independent expertise helps clients. The “weight of the account”, the “seen it before” and “you did this last time” repertoire of tactics that form the backbone of the experienced broker are the very essence of the value of their role and value.

If the chips are down for you as a broker and you want the best deal from a professional indemnity insurer that barely knows you, do you really believe you are your own best advocate?

So if you are a broker who is tottering on the brink of being convinced, speak to one of our specialist accredited professional indemnity brokers and let them convince you of their value.

Further details available in BIBA’s PI Initiative document

And finally...

We are also just putting the finishing touches to another new facility – Broker Continuity Planning. This will be supplied in conjunction with Business Continuity Planning who will provide hosting systems and office space for brokers hit by disaster.

We’ll provide full details in the next issue of the broker.

Graeme Trudgill is BIBA’s technical services manager

Further details available in BIBA’s PI Initiative document