

Welcome to our Coronavirus Update

Welcome to the 6th edition of our Covid-19 update. As I mentioned last time, as we begin, cautiously, to open up our economy again, we are moving our focus to helping brokers and clients emerge from Covid-19.

We released 5 more articles in our 'Back to Business' section last week. These articles attracted enormous attention from brokers and we have republished them here. Next week we will release another tranche of these which will provide guidance to a further set of business sectors.

We have also provided updates on unoccupied premises and our position on Motor Trade and what we are doing to support clients in that sector.

I hope you find these updates valuable, have a look at them and please send them on to your clients where you feel it's relevant.

As always, best wishes to you and your families.

Jon







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In this section we update on our extension of the removal of cover restrictions for properties that have become unoccupied due to coronavirus. We also outline the support we're providing to our motor trade customers.

1.a Premises Temporarily Unoccupied due to Covid-19 restrictions

As per updates on our Coronavirus Hub on Monday 11th May, we have extended the period where we are seeking to ensure customers are not unduly penalised for temporary closures solely due to the Covid-19 virus up until June 15th 2020.

Unoccupied premises cover restrictions will therefore not apply to temporarily closed premises, unless the period of temporary closure continues beyond June 15th 2020.

Temporarily closed premises will benefit from:

- no reduction in the level of policy cover
- no increase in excesses
- no increases in premium

Please note that this extension does not apply to premises that were unoccupied before the outbreak, or close permanently, which will be deemed 'Unoccupied' as defined in the policy and be subject to the normal unoccupied premises terms and conditions as set out in your policy.

We are aware that there are some industry sectors where reopening is unlikely to be possible before 15th June, and potentially not until July or August, or even later. Over the next few weeks we will be reviewing the likely exposures and risks each of those sectors is likely to face and will be publishing our approach and advice well ahead of expiry of the current concession.

Policy Condition applying to all AXA Property Coverages

Temporarily Closed Premises Condition

Temporarily Closed means premises temporarily closed for a period up to June 15th 2020 solely due to temporary closure or Unoccupancy of the premises due to Government Restrictions, Social Distancing, Furloughing of Staff or Working from Home instituted in response to the Covid-19 outbreak.

Such premises will not be regarded as Unoccupied as defined in the Policy.

We would recommend that wherever possible normal precautions should be taken. For more information please download our guidance on Unoccupied Premises.

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1.b How we're supporting our motor trade customers

(applicable to AXA Insurance intermediary customers – excluding the Origin Motor Trade and "Roadrunner" scheme products where different underwriting and policy terms may apply)

Summary

Motor traders are a major part of the UK economy, with a very diverse range of trades and businesses. Some of these businesses have continued to trade, to a greater or lesser degree, through the current crisis. Others though have mothballed their business, "furloughed" their staff and SORN'd* their vehicles, until such time as normal business activities resume.

AXA have looked at our approach to underwriting our motor trade products, so we can try to better reflect your customers' actual trading activity in the premiums and terms we apply to new business and renewals – and to also, at least in part, reflect how these may have affected trading in the last few months.

We are also looking at how we can help our customers reopen their business. To support social distancing, we have reconsidered our approach to offering unaccompanied demonstration cover, and we will also very shortly be issuing some bespoke guides to customers on the issues they may need to consider if they are reopening businesses and premises that have been closed for some time.

Specialist trades - cover for laid up vehicles

There are specialist trades (such as vehicle movement, recovery) where some businesses may be completely unable to trade and may have SORN'd and laid up some or all their vehicles.

Renewals and new business – risks where 20% or more of normal road registered business vehicles are SORN'd

For risks where substantial numbers of owned / leased / operated vehicles are SORN'd and laid up, our underwriters are empowered upon request to exclude these vehicles from the Road Risks section by endorsement and to exclude them from the premium calculation. The vehicles can then be readded as and when they are relicensed for road use, in return for a pro-rata additional premium. This will enable the business to see an immediate reduction in their premiums to reflect vehicles that are SORN'd, but also continue to insure business cars and other vehicles that are still in use.

* SORN – "Statutory Off-Road Notification"



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Existing customers – risks where 20% or more of numbers of vehicles are SORN'd

We are also prepared to offer this concession to existing customers where they have SORN'd a substantial proportion of their vehicles (and especially larger and specialist vehicles).

Our underwriters are empowered to exclude these vehicles by endorsement mid-term and to offer an appropriate refund. The vehicles can then be readded as and when they are relicensed for road use, in return for a pro-rata additional premium. Once again, this will enable the business to see a reduction in their premiums to reflect vehicles that are SORN'd, but also continue to insure business cars and other vehicles that are still in use.

Static risk

For most customers any 'laid up' motor vehicles would be covered under the Material Damage (Own Motor Vehicles) section of the policy, provided the sums insured are adequate for all the vehicles currently stored at each location. If your customer is storing any vehicles that you are asking us to lay up at any other locations (such as a vehicle storage location), or if the sums insured are not adequate, please discuss with our underwriters.

Trade plate only risks

Some vehicle delivery and movement businesses rely on using large numbers of trade plates rather than delivery vehicles or trailers – and there does not appear to be a clear method to suspend trade plates temporarily.

If your customer is in this situation, our underwriters are empowered to offer to reduce cover down to 'Named Drivers', deleting all furloughed employees who are not currently driving vehicles, and limiting cover to only those that continue to drive for business or pleasure whilst the business is not actively trading. They can then adjust the premium accordingly, until such time as normal trading resumes and the previous additional drivers are once again required.

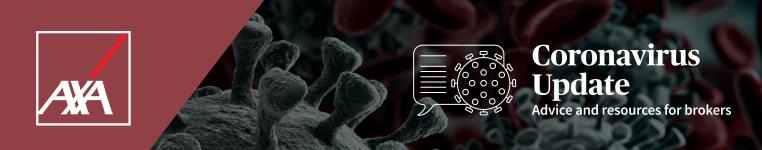
Unaccompanied demonstration - new and second-hand car sales

Current social distancing advice and regulations have made trading much more difficult for vehicle sales risks, as is reflected in the much reduced new and used vehicles sales in recent weeks. The only realistic current means of trading is through "distance selling", which may include offering to deliver vehicles to the customer's home or premises, to allow them to test drive the vehicle (please see relevant advice from the NFDA, SMMT or Government websites).

Even as we come out of lockdown, the normal approach to the test driving of vehicles is likely to be problematic, as "accompanied demonstrations" would create risks of passing on the virus to both customers and employees, which should, wherever possible, be avoided.

This situation has been complicated by past DVLA advice that trade plates should not be used by customers for "unaccompanied demonstration". Recently, however, in the light of the pandemic the DVLA have confirmed to the National Franchised Dealers Association that unaccompanied test drives will be permitted, provided all precautions are taken to prevent theft of the trade plates.





All AXA Motor trade policies include use by any customer for "accompanied demonstration", but only a limited number of customers choose to pay to extend cover to include cover for "unaccompanied demonstration" and AXA only normally offer this extension to larger policyholders with a policy premium of at least £7,500. However, given the current situation, we are changing our approach to empower our underwriters to:

- Offer unaccompanied demonstration to all customers.
- To offer cover either for the full policy term or for an agreed short period.
- To allow the first month of cover free of charge to assist our policyholders in taking reasonable health precautions for themselves, their employees and their customers.

This extension is subject to standard terms, conditions and restrictions – please ask our underwriters for full details.

Reduced wages and trading activity – Liability sections of Motor trade policies

On a wider basis, AXA have recognised that most of our customers are seeing some impact on their trading activity – and that many are taking advantage of the Government "furloughed employees" scheme.

Though furlough payments to employees are legally 'wages', AXA do not feel it is appropriate to charge our customers liability premiums on wage payments where, under the terms of the scheme, the employee is not allowed to do any work (beyond very basic training activities). To address this we have agreed across all our wages-rated EL, PL and Products coverages that we will exclude furlough payments that have been, or are expected to be, recovered from the Government for the purposes of estimates and declaration adjustments under our policies (subject to clients supplying us with a full breakdown).

However even though the Liability sections of AXA Motor trade policies are based on estimated wages and turnover, unlike most other policies they are not normally 'adjustable' based on actual payments at the end of the policy period. Therefore, to ensure that our Motor trade customers benefit from this approach, we have communicated that until further notice (for so long as the current social lockdown, furlough scheme and business uncertainty continues):

- Liability sections of Motor trade new business and renewals can be issued on an "adjustable" basis with a maximum refund on declarations of up to 25%.
- Estimates for the forthcoming period and eventual declarations can be based on the wages less furlough payments that are recovered under the Government scheme (provided we are supplied with a full breakdown of furlough recoveries).
- Existing / expiring business can also be treated as if it had been adjustable.

If your customer submits a declaration with a full breakdown of 'furlough recoveries', the policy can be adjusted with a refund under the EL and PL sections of up to 25% where the actual wages are lower than the original estimates.

Please discuss with our underwriters how this change may impact your customers.



2. Business support

In this edition we have created four new rradar PDF spotlight articles for use with your customers – from how the CMA expects businesses to handle cancellations and refunds, raising awareness of phishing attacks for homeworkers, outlining your employees' rights for emergency volunteer leave and, finally, what might it mean if your business has furloughed their nominated first aider?

New 'On Demand' webinars. Within the rradar portal you can also access new comprehensive on demand webinars and also access the latest guidance updated by the rradar legal team.

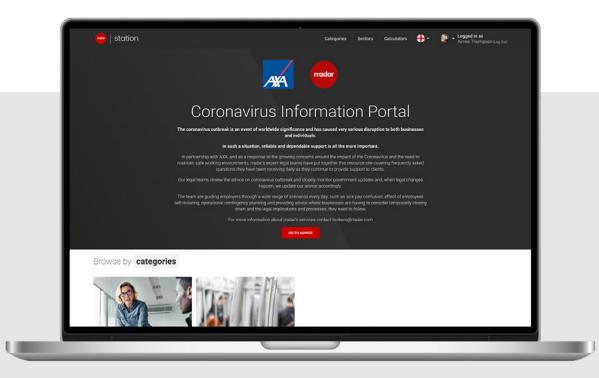
Stay up to date. The rradar portal contains the latest guidance updated daily by their legal team. There are over 20 new articles this week, covering guidance such as the latest Coronavirus and Employment Tribunal FAQs, to what happens if an employer cannot afford to pay redundancy payments during coronavirus?

Don't forget to visit the business support section of the Coronavirus Hub to download the full range of rradar spotlight articles and resources.

We've also included our latest 'back to business' guides which outline the steps to take when returning to work as the lockdown eases.

2.a rradar Covid-19 portal

Available at no cost to all broker employees. To access the rradar portal for the very latest practical support and legal guidance, a simple registration is required (name, email, password) click here to register



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2.b What's new this week on the rradar Covid-19 portal

Keeping up to date on the changing legal, regulatory and economic developments is important to both brokers and their customers.

This week the rradar portal has refreshed guidance on H&S considerations for returning to work after Coronavirus, preventing increased data breach risk due to homeworking, Coronavirus and Employment Tribunal FAQs, redundancy payments, Coronavirus and the hospitality sector and much more.

What's new this week

Click here to log in and register to the read the full article

Coronavirus and the CMA -Cancellations and Refunds

pandemic to improve their chances of survival, but the Competition and Markets Authority is concerned about some of the methods used and possible breaches of consumer protection law. Find out how to proceed lawful in our new article.

Coronavirus and Emergency

Volunteer Leave The increased burden on the health and social care sectors during the pandemic has led to a response from thousands of people offering their services. If workers

First Aid provisions during the COVID-19 pandemic

Coronavirus and the CMA -Unjustifiable Price Increases

> usinesses that remain open during the coronavirus errnic, one of the overlooked considerations is that t aid provision. Do you still have all your first aiders? is checking the first aid box? What does the law

Coronavirus and shadow IT risks

It many employees working from home and using mpany equipment, the ability of the IT department to infor its use has been significantly affected, with some ployees downloading and using applications without mission. If you are concerned about the implications

Remote auditing in goods vehicle operator licensing

impossible, to comply with the regulatory requirements placed on their businesses, particularly regarding audi The Traffic Commissioners recognise this and have issued guidance on how the pandemic affects audit compliance. End out what you need to know in our ne



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2.c Spotlight Articles

Competition and Markets Authority (CMA) Cancellations and Refunds

Covid-19 has had an enormous effect on the travel and event industries. Many flights and events have had to be cancelled, and consequently consumers are asking for refunds. If your client provides venues or related services, or is unable to provide pre-paid services, this article outlines how the CMA expects them to handle refunds.

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CMA Cancellations and Refunds

COVID-19 has had an enormous effect on the travel and event industries. Many flights and events hav to be cancelled, and consequently consumers are asking for refunds.

The Coronavirus (COVID-19) pandemic has had an enormous effect on all areas of business. There has been significant disruption to the travel and events hauktime, with many flipht cancelled and events such as weddings unable to take place. Consumers have enquested refunds, where trips or events have been cancelled due to Coronavirus.

possible to improve chances of survival, but the Competition and Markets Authority (CMA) has expressed concerns about refusal of refunds or unfair practices being adopted where consumers have been obliged to cancel due to Corconavirus. Th CMA has recently announced that it will raise or recommend

The CMA exists to ensure that consumers get a good deal w boying products and services, and that businesses operate within the law. The CMA recently established a COVD-19 Tasidrone, as it was anticipated that there would be many comsumer protection issues during the pandemic. The major of compains received thus af try the Tasidrone have relate refunds and cancellations, particularly about businesses ma the refund process complex, having the cancellator.

On 30th April 2020 the CMA issued a statement of its positio on consumer protection law as it relates to refunds. In particular, the CMA indicated that it would expect customers

A business has cancelled a contract without prov of the premiered goods or pervices.

 No service is provided by a business; for example, where services cannot be provided due to Government health

A consumer cancels, or cannot receive services, due to

ere are some limited exceptions to this position such as one a consumer that already received some of the may not evident of the source of the may not evident on a full end. A business may be entitled to make a all deduction from a refund to cover the costs incurred under natarat prior to cancellation when it cannot recover those sta by other means. Such deductions are expected to be rare of low value where they do occur:

There contracts are for regular services with regular payments imp made, consumes are entitled to be refunded for any envices that are not provided due to Government public health essures or are entitled to withhold symmet for any services at they cannot use. Businesses may be entitled to receive a mall payment towards costs until the contract can be resumed, ut this will only be allowed where it is expressly and clearly

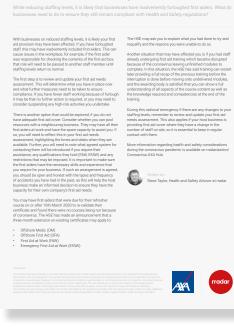
te CMA has stated that this position applies even where a marune has paid a hon-refundable deposit towards invices. Businesses abuid not charge any administration ef or processing refunds. The time taken to process refunds out ob a reasonable and made clear to consumers. The CMA copits that it may table longer than usual to process refunds ming the pandernice and has not give many further indication as the time the pandernice and has not give many further indication as the second base of give many further indication as the second base of give many further indication as the second base of give many further indication as the second base of give many further indication as the second base of given and the second base of given as the second base of given as the second base of given as the second base of given base of given as the second base of given as the second base of given as the second base of given base of given as the second bas the seco



First Aid Provisioning during Covid-19

While reducing staffing levels some businesses may have inadvertently furloughed first aiders. What do businesses need to do to ensure they still remain compliant with Health and Safety regulations?

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First Aid Provision during COVID-19



Introduction to Emergency Volunteering Leave

The Coronavirus Act 2020 allows for 'Emergency Volunteering Leave' which entitles employees to volunteer as a form of Statutory unpaid leave if they wish to volunteer during the outbreak.

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Introduction to Emergency Volunteering Leave

e Coronavirus Act 2020 allows for 'Emergency Volunteering Leave' atutory unpaid leave if they wish to volunteer during the outbreak.

Emergency Volunteering Leave is a new, temporary form of statutory unpaid leave for workers who wish to volunteer in the health and social care sectors during the outbreak of coronavirus.

There is no requirement for a worker to have any qualifying period of service with their employer to take Emergency Volunteering Laxve. However, a number of categories of workers are exempted from the entitlement to take Emergency Volunteering Laxve. Those exempted will be those who work in other critical roles.

Who qualifies for Emergency Volunteering Lawe? To qualify for Emergency Volunteering Lawe, a worker must be suice with an Emergency Volunteering Conflicted EVA. Derificately to yan appropriate automory. The EVA. Certificates will volunten, with the three your Volunteering Lawe Carry Constants, with the three your Volunteering Lawe Carry Anooker in entitlet to take a set block of two, three or four constantive wide the three Company. The Company Lawe Carry Descention and the three periods as a Volunteering period. Subsequent volunteering periods can be set presented.

The worker must then provide written notice to their employer, along with the VL Certificate. The written notice should be provided at least three working days before the first day of the period specified in the FVL Certificate

What rights do employees have while on EVL?

The terms and conditions of employment, except those rei to remuneration, continue to apply during Emergency Volunteering Leave. There will also be protection applied to individuals' pension rights. Further, any worker who takes o seeks to take Emergency Volunteering Leave will be protee date procession a single or an instance composition regime sources and the second state of the second state of the second state of the ans into the Employment Rights Act 1996 and the effect of the market is under it to exist a survival to a detriment for

tereasing their right to Emergency Volunteening Leave. also makes it clear in Part 3 that it is automatically unfair dismiss someone because they take, or propose to take, mergency Voluntering Leave. There is no qualifying period of mployment and the compensatory award is uncapped. summary, an employer cannot dismiss someone because evitave takes more your take. Therefore, you

Volunteering Leave. If they do distriliss someone for this reason, it is automatically unfair and the employee does not need two years' continuity of service to qualify in making a claim at an Employment Tribunal.

II Emergency Volumeets receive nap from the government; e Coronavirus Act 2020 provides that the Secretary of State to tanke arrangements for making payments to emergency liniteers by may of compensation for loss of earnings, as well for travelling and adustatemen. It is not yet known what these angements might be.

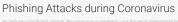
Written by: Norlika Oraka Employment Solicitor at radar



Phishing Attacks during Coronavirus – raise awareness with homeworking employees

As with any significant change, the coronavirus pandemic and the rapid deployment from office to homeworking has created anxiety and significant risks to businesses. More than ever before, staff are falling prey to sophisticated cyber-attacks with resulting business costs and investigations due to data breaches.

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As what any again and large, the contrast is pancemic and the taplo deported from once to homeworking has created anxiety and significant risks to businesses. More than ever before, staff are falling prey to sophisticated cyber-attacks, which could destroy the business.

The move to homeworking has happened at breakneds spefor many, with little time for planning, and has caused a decrease in IT linfastructure security. Often staff are now us business devices to search the interret for information on COVID-19 and for hard to find products and in so doing, they inadvertently clicking on the wrong link and infecting the dex and the comparisation's infracture ture.

Recent research has shown that during the lookdown, 66% of employees working from home have no optor security and have received no taming in how to potect Environments and them found that security enabled requirement designed for the offices is efficient a how means/sing environment. However, include of providing staff with security raining and properly enabling expirament, they environ security around provide multinear distribution and the security raining and properly enabling expirament, they environ security associated and the multi-factor authentication because staff, many of whom have numbiased from home, are strating location.

Unfortunately, these changes have not gone unnoticed by cybe criminals, who see this uncertainty and reduction in sacurity as a golden opportunity and since the beginning of March 2020, phishing emails have in one security expert's works' gone through the nod due to COVID-197. Phishing is a cyber-attack in the form of an email. The criminal

goal is to trick the email recipient into believing that the link will take them to something they want or need or that it contains a request such as from a known individual in their company. The recipient is asked to click a link or download an attachment, which deploys a virus, trojan or worm.

Staff are falling prey to increasingly bespoke phist that are hard to distinguish from a genuine email, when sent to already anxious staff.

> Databaner: This active has been provided as an informational resource for matter clies is not information only be employers in the current exceptional observationes are in not information only synaphically information or communical advance and when concentrations of a synaphical provided and entity which hand in the line desavers, concentrationes may change and matter carent to held table for desavers, concentrationes may change and matter carent to held table for when Additional metal information for the succent state. Which i hand the biotechain of the succent state of the biotechain of the succent of the succent state of the succent state of the biotechain of the succent state of the succent state of the succent state of the biotechain of the succent state of the succent state of the biotechain of the succent state of the succent state of the succent state of the biotechain of the succent state of the succent state of the succent state of the biotechain of the succent state of the su

sinesses who handle people's financial information and occally SMLs have seen a damatic growth in phishing alls, from flower than 600 per month before the occonsultura over 3,000 per month aince the government lookdown. More mying is that a leight than ever number are getting through unity netting the criminals millions of pounds in April alone.

These are extremely dangerous developments at a time when T security and staff security awareness in many businesses is at an alt-lime low and when businesses have effectively moved from one or two offices to a hundred or more. Added to which, the password for most domestic routers and internal Wi-Fi equipment is available on the internet and security is little better and the business of the security of the security of the better and the security of the security is the security of the security of

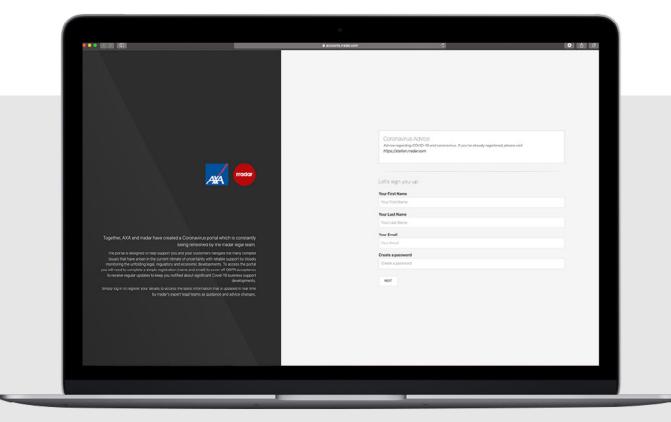
train that on a public network. Well-known businesses have already suffering the loss of thousands of clients' or customer's personal data including their credit or debit card details and other financial information. These businesses nov face ICO and other regulatory action and damages claims that will far outweigh their insurance cover. Businesses should give ungent consideration to protecting their



2.d Watch 'on demand' webinars

This week our bitesize 'on demand' webinars from rradar include:

- Coronavirus VAT Payment Deferral
- Health and Safety/RIDDOR reporting
- HSE and DFT transport updates and driver safety during the coronavirus outbreak
- What to do about debts owing to your business during the coronavirus outbreak
- Coronavirus and Contractual Considerations



Simply login to the rradar Covid-19 portal to listen on demand



2.e Working Well toolkit - New team members

Welcoming new starters or integrating recently joined members of your team (maybe through recent acquisitions) always brings with it challenges and a time investment from you as a manager.

That's why this week's edition of the Working Well People Manager Toolkit focuses on supporting you with remote onboarding, and will help you get the newest members of your team working well and up to speed effectively.

This edition will provide you with some guidance and tools to help you with this process, particularly whilst tackling this management challenge remotely.

Edition 2 - Remote Onboarding

Research shows that new employees decide how long they want to work for a company within the first 3-6 months, which means that a positive onboarding experience is key. More than ever, we need to be focussing on nurturing our people's capabilities and employment experience to ensure that productivity and business performance is at its best.

We understand that onboarding a new hire during lockdown poses some unique challenges, but this should not discourage you, with careful planning the process can be seamless for all and engaging for your new-starter and team.

This week's article covers:

- Best practice for onboarding remotely and managing new starters
- Assessing their requirements and getting them set up for homeworking
- Making them feel valued
- Key considerations for induction planning
- Ways to help them build relationships
- Keeping the momentum going



Best Practice for Onboarding Remotely and Managing New Starters

Research shows that new employees decide how long they want to work for a company within the first 3-6 months, which means that a positive onboarding experience is key.

Meanwhile, it's Tuesday morning. Your team is stretched due to Covid-19, work is piling up faster than you can deal with it and you suddenly remem you have a new joiner starting next week. Your tea is desperate for an extra pair of hands but you also know the additional time and effort it takes to indu and trains composen pronent. Ut's hard anough in th

office but this time you have the added complication o undertaking it remotely. You probably already have an induction programme or procedure in place with elements that can easily be adapted to a remote environment, but how doy ou ensure that your new member of staff feets valued, gets with the team and builds relationships outdrived and fetchedy?

Within this article you will find tools to assist your induction planning along with tips and best practice to help you overcome some of the challenges posed by onboarding remotely, including:



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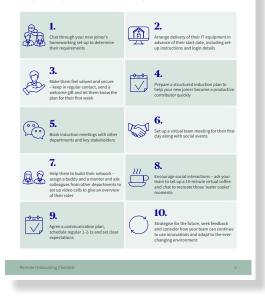
Top 10 tips for onboarding remotely

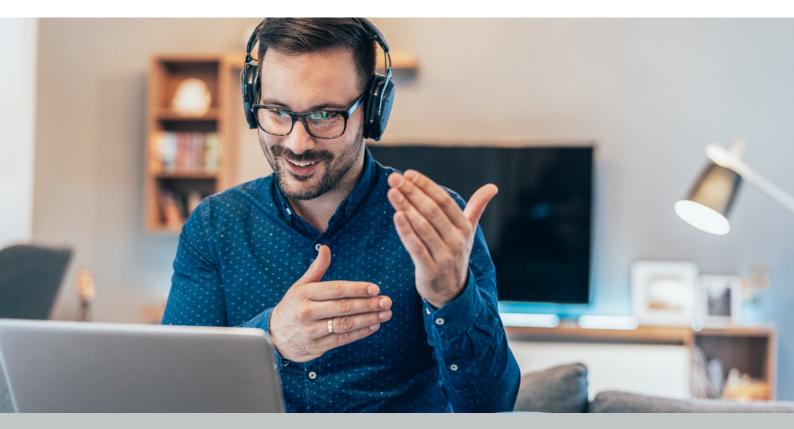
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To discover more support for broker managers – please visit the Working Well section of the Coronavirus Hub



Top 10 Tips for Onboarding Remotely





Coronavirus Update – 18th May 2020



2.f Back to Business : Post-coronavirus start-up guidance

We've created some more back to business guides for sectors which are returning to work. We'll continuing adding new guides and you can find them all on our Coronavirus Hub.

READ MORE



Post-coronavirus start-up guidance Construction sites

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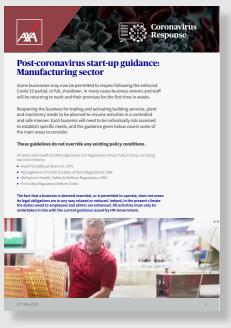
Post-coronavirus start-up guidance Garden Centres

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Post-coronavirus start-up guidance Builders merchants

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Post-coronavirus start-up guidance Manufacturing

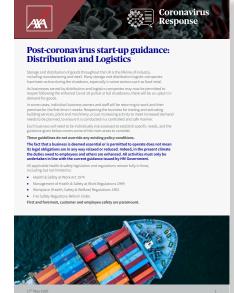
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Advice and resources for brokers





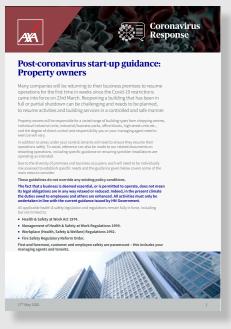
Post-coronavirus start-up guidance Distribution and Logistics

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Post-coronavirus start-up guidance Motor trade, covering workshops and recovery

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Post-coronavirus start-up guidance Property Owners

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3. Wellbeing & Resilience

In this update we share a practical guide to organising an online event from Ignition.

Remember you can download the full range of Wellbeing and Resilience resources by visiting the Coronavirus Hub.

3.a How to organise an online event

If travel restrictions have forced your business to reconsider your events, this 'How to' guide takes a look at how you could take your engagement online.

The PDF is produced by Ignition (AXA's 100% owned digital, education and broker marketing consultancy subsidiary business) and outlines the steps involved in organising virtual events and the software that can be used.

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