

Motor Trade Migration User Guide

What's happening?

As from January 2020, existing Motor Trade policies will renew on our new product Motor Trade One. The migration will deliver:

- Improved documentation at point of sale
- More cover at no additional cost to your client
- Prepopulated renewal declarations from 2021
- Commission breakdown by section



What's changing?

As usual, you'll need to complete the [Motor Trade declaration in full](#). The form is now PDF editable to make it easier to complete.

There are a number of additional fields that we now rate upon. We require this additional information to renew the policy.

This is the last year we will ask you to complete a Motor Trade declaration. From 2021 renewal declarations will be pre-populated.

What do you need to do?

Please gather the new risk information from your clients. The required information is market standard so we're confident that this data will be easy for your clients to identify.

The new fields are highlighted below in pink:

Description	Declared Value	Sum Insured
Insured's Portable Hand Tools		
Employees' Portable Hand Tools		
Customers' Goods		
Contents of Customers' Vehicles		

Description	Total Sum Insured	Sum Insured within Buildings	Sum Insured in Compounds	Sum Insured in the Open
Stock of Tyres				
Stock in Trade				
Insured's Vehicles				
Customers' Vehicles				

What is the accreditation of the intruder alarm?

Does the alarm have a Maintenance contract?

Is the intruder alarm under your sole control? Yes ☐ No ☐

What is the alarm type?

What is the police response?

Does the alarm incorporate confirmable technology? Yes ☐ No ☐

(Two separate points must be triggered before the system sounds)

Employee Type	Number	Wageroll	Percentage of Wageroll for Work Away?	Does the business use heat equipment away from the premises?	Percentage of Heat Work Away?
Directors - Clerical & Sales					
Directors - Manual					
Directors - Pump Attendants/Cashiers					
Directors - Work Away					
Employees - Clerical & Sales					
Employees - Manual					
Employees - Pump Attendants/Cashiers					
Employees - Work Away					
Partners/Principals/Proprietors - Clerical & Sales					
Partners/Principals/Proprietors - Manual					
Partners/Principals/Proprietors - Pump Attendants/Cashiers					
Partners/Principals/Proprietors - Work Away					
Bona Fide Sub-Contractors					

Do you have any vehicles which carry corrosive, toxic, explosive or flammable goods or substances?	Yes <input type="checkbox"/>	No <input type="checkbox"/>
Is there any Vehicle Use Airside or in Hazardous Locations?	Yes <input type="checkbox"/>	No <input type="checkbox"/>
Are any of your vehicles fitted with telematics?	Yes <input type="checkbox"/>	No <input type="checkbox"/>
Do any of your vehicles have Dash Cams?	Yes <input type="checkbox"/>	No <input type="checkbox"/>
Do all drivers undertake a Driver Training Program?	Yes <input type="checkbox"/>	No <input type="checkbox"/>
Do any of your vehicles have Autonomous Vehicle Technology?	Yes <input type="checkbox"/>	No <input type="checkbox"/>
Are driving licences checked for new drivers and for all drivers at least annually thereafter?	Yes <input type="checkbox"/>	No <input type="checkbox"/>

How will the renewal process work this year?

We're adding more resource to help clients renew this year. There is a dedicated Migration Team based in Manchester.

- The Migration Team will contact you for the additional information
- You'll still negotiate your renewal with your local underwriter



There will be a number of new touch points.

12 weeks before renewal - Migration Team will send you the editable Motor Trade declaration. Please check that the details are still relevant and engage your clients to ascertain the new information.

8 weeks before renewal - Migration Team will check in once again to ensure we have the new risk data.

8 weeks to 6 weeks before renewal - We'll finalise the new data collection from your client and this information will be passed to your local Motor Trade underwriter who will negotiate renewal and produce renewal invite on the new platform.

Benefits to your clients

- **More cover** - increased limits and new extensions at no extra cost
- **Clear documentation** - improved schedule and wording
- **Documents available instantly** and will be emailed
- **Streamlined renewal process** from 2021



Benefits to you, the broker

- **Easier to trade**
 - Commission breakdown by section
 - Premises and Road Risks on one policy
 - Clear documentation - improved schedule and wording
 - Documents available instantly, will be emailed and stored on TheHub
- **Saving you time**
 - Renewal declarations will be pre-populated from 2021

MORE INFORMATION = MORE COVER

Material Damage

Extension	Motor Trade One	Old contract(s)	Increase
Insured's portable hand tools	£2,500 per item	£750	+£1,750
Employees' Portable Hand Tools	£2,500 per tool/£10k max limit per claim	£750	+£2,500/£10,000
Stock in trade (clothing)	£10,000	£2,500	+£7,500
Capital additions	£1,000,000	£250,000	+£750,000
Exhibitions	£50,000/£500k	Not covered	+£500,000
Lock replacement (motor vehicle)	£50,000	£1,000	+£49,000
Motor vehicles held for sale	£10,000	£5,000	+£5,000
New vehicle concession	£50,000	£5,000	+£45,000
Loss of use customer vehicles	£50,000	£2,000	+£48,000
Seasonal increase	30%	25%	+5%
Loss by fraud trick or pretence	£25,000	Not covered	+£25,000

Business Interruption

Extension	Motor Trade One	Old contract(s)
National Lottery	Included	Not Included
Public Emergency	Included	Not Included
Closure	£50,000	Not Included
Bomb Scares	£25,000	Not Included
Essential Personnel	£25,000	Not Included
Exhibition Expenses	£25,000	Not Included

Public Liability

Extension	Motor Trade One	Old contract(s)
Contingent Motor	Included	Not Included
Corporate Manslaughter	£1,000,000	Not Included

Road Risks

Extension	Motor Trade One	Old contract(s)
Lock Replacement (MV)	£50,000	Not Included
New Vehicle Concession	50%/£5,000	60%/£5,000
Insured Motor vehicle held for sale	£10,000	£5,000
Uninsured loss recovery	Standard	Optional
SVL	£250,000 available upon request	£100,000
ULR	Included	Not Included
U/Demo	Optional	Optional
Loan & Hire	Optional	Optional

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