



Commercial Select

DIRECTORS
&
OFFICERS

Cushioning the blows of Business

Allianz 

Why your customers need Directors & Officers cover

There are many reasons to add Directors & Officers to your customers' covers.

- In recent years it has become more and more common for directors to be personally implicated in lawsuits against companies. And it is not just directors who are exposed to this – managers, supervisors and in fact anyone who can influence the direction of the company can also be implicated.
- Worldcom and Enron have changed the global landscape whilst in the UK claims continue against Independent, Equitable Life and Vodafone. But don't think such claims only affect the largest corporations – there's an increasing trend of claims against small and mid-sized companies. Directors' personal assets could be at risk if they are subject to a non-indemnifiable claim against them where there is no insurance in place, or where the company is insolvent.
- Claims are hard to predict with customers, creditors, competitors, shareholders and suppliers all being potential claimants. Directors are now frequently implicated in employment practice suits by disgruntled employees.
- The Higgs Report commissioned by the DTI to avert US type corporate scandals recommended that all companies take out Directors & Officers cover.
- In the current climate extradition proceedings are becoming more common in the UK, and the defence of these can run into millions of pounds.

Recent claims have included:

A new housing development infringed on protected land and became subject to action by the Environmental Agency. Directors & Officers cover paid out the legal costs of defence and awards made.

After a relocation of premises, a disabled employee was forced to leave the company due to there being no provision of disabled access. The former employee brought an employment practice suit against the company, and by naming the directors in the suit this would trigger the policy. The policy paid the defence costs and associated damages.



“ I am confident Allianz has developed a market leading solution. Our package is one of the best and saves you time by combining all covers into one ”

Gavin Dollings, Casualty Manager



“ Recommending suitable liability covers for your customers is essential. You can trust our underwriters who have the knowledge and expertise to help you ”

Nigel Brand, Head of Directors & Officers

Commercial Select

Designed to meet the needs of small to medium sized UK businesses, Directors & Officers cover is now available as a top-up on our flagship Commercial Select policy.

Through one policy now you can insure the following risks:

Key Features of Commercial Select

- Property damage all risks
- Theft
- Money
- Goods in transit
- Business interruption
- Employers liability
- Public/ Products liability
- Legal expenses
- Accident and sickness
- Excess of loss
- Directors & Officers

Directors & Officers cover from Allianz

We're confident based on our experience in this market, that your customers' needs will be met with our wording

- Defence costs advanced including pollution claim defence costs (other than within US and Canada).
- Cover available for claims against employees when acting in a managerial position within the company.
- Cover available for defending an extradition proceeding in the UK.
- Broad definition of insured including shadow director and outside entity cover available.
- Cover available for claims against a director or officer arising from an employment practice violation.
- Directors & Officers cover is available for customers with annual turnover of up to £125 million (or larger subject to referral to our London underwriting team).
- Limits available from £100,000 to £10,000,000 per policy year.

Underwriting criteria and approach

We have developed a simple underwriting and rating approach, based on a minimum question set. This means our underwriters can respond very quickly to your enquiry with an indicative competitive quote. You can also rest assured that our local branch staff will provide you with the technical expertise and service that you need.

As you would expect from one of the world's leading insurers, should you have a large portfolio opportunity we have the capacity and capability to accommodate this through our London office.

Our wording is straightforward and where possible in plain English. Any terms and conditions will be clearly set out in the quotation provided to you. This helps you fulfil your obligations to treat your customers fairly.

Terms are widely available, with excluded occupations kept to a minimum.



Call your local branch now



The Benefits of selling a package of covers

Allianz are one of the few leading insurers who offer Directors & Officers cover as part of a property and casualty combined policy.

For your brokerage...

By covering the combined risk under one package you get the benefit of dealing with the local underwriters that you know and have been specially trained in this field.

We also think it makes sense to keep things simple – there are only a few Directors & Officers questions, reducing the time you need to spend on form completion.

We'll be responsive with a comprehensive quote available for you when you need it.

We can provide cover for a wide range of trades, at a competitive price throughout the market cycle.

And what's more we guarantee a contract certain quote for complete peace of mind.

To your customers...

Company directors all have one thing in common – lack of time. That's why we think it is easier to combine all their needs into one insurance package. As a broker, you can assure your customers that we've not compromised our cover and we have a leading claims and risk management service to support their business.

Commission

Our commission rate for Directors & Officers is 20%. Your business developer can discuss the additional package of benefits available for supporting Allianz.

Commercial Select policies renewing will soon typically include an automatic indicative quote for Directors & Officers designed to maximise your income and provide comprehensive cover for your customers.

Why not start selling today?

DIRECTORS
& OFFICERS

Local service and expertise

Allianz offices around the UK,

Bristol

Tel 0117 943 5725

Birmingham (National Broker Team)

Tel 0121 232 5004

Birmingham

Tel 0121 780 4027

Cardiff

Tel 02920 666541

Chelmsford

Tel 01245 344300

Glasgow

Tel 0141 248 2393

Leeds

Tel 0113 284 8200

London

Tel 0207 488 1882

Luton

Tel 01582 720411

Manchester

Tel 0161 831 3000

Maidstone

Tel 01622 672881

Milton Keynes

Tel 01908 690888

Nottingham

Tel 0115 957 8300

Southampton

Tel 0238 063 5051

Woking

Tel 01483 720331

Specialist team in London

James Nicholson

D&O Development Underwriter

Tel 0207 090 7477

Jeremy Issacs

Senior Underwriter

Tel 0207 264 1593

This product is underwritten by Allianz Cornhill Insurance plc. With effect from 30th April 2007 Allianz Cornhill Insurance plc will be known as Allianz Insurance plc.

www.allianzebroker.co.uk

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Allianz Cornhill Insurance plc is a member of the Association of British Insurers and the Financial Ombudsman Service.

Allianz Cornhill is authorised and regulated by the Financial Services Authority, registration number 121849.

This can be checked by visiting the FSA website at www.fsa.gov.uk/register or by contacting the FSA on 0845 606 1234.