

# The Right Mortgage Q&A

## 1. When did you last review your building's sum insured?

- 76% of commercial properties are deemed to be underinsured by RICS. Ensuring your building sum is updated regularly will help prevent being underinsured should you need to make a claim.

## 2. Does your business insurance indemnity cover your needs

- It can take 2 years for a fire-damaged building to be rebuilt due to site clearance, planning permissions, getting contractors on site, replacing your machinery and contents.

## 3. Do you hold any information about your clients, make or receive wire online payments, or have a business website?

- In these scenarios, we recommend that you take out cyber insurance. This will support your business in event of data loss, cover you for loss of profit during the outage, pay any defense costs you are legally liable for, pay fines and penalties, and provide PR advice so your clients/suppliers know that you are still operational.

## 4. Is your business a limited company?

- When limited companies are sued for a wrongful act that your business has allegedly committed, the directors can be made personally responsible and compensation will be sought directly from them. Directors & Officers insurance helps to protect the Directors of a business by covering the legal costs against claims brought by regulators, shareholders, investors, creditors, and employees.

## 5. What is Legal Expense Insurance?

- Legal expenses insurance covers the cost of legal advice to raise or defend court proceedings that your business will be subject to. Examples are unfair dismissal, discrimination, injury from a work accident, and contractual disputes.

## 6. Who will support you if you have a claim?

- Direct Insurance companies have their own in-house teams who will support the interests of their company first. Brokers support the interests of their clients first. By getting your insurance through a broker, you can be safe with the knowledge that you have a company with specialist insight to support you when you need it most.

## 7. Is your business getting support to allow you to achieve the most advantageous terms for your Motor Fleet Insurance?

- Insurers can provide driver training programs, using telematics, safety and camera systems, and Safety audits to help you manage your risk and reduce insurance premiums.

Do you want to do business with a telesales employee that you will never meet, who offer you a price and a promise, or an Insurance specialist that visits your business, gets to know you and how your business operates to provide you with advice specific to your situation?

If the latter sounds more appealing, then use a broker. With a broker, you can get a quotation from the vast array of insurers by way of comparison. If you do business with direct writers, they can access only a handful of options for you. A broker can access a wider array of market options, meaning that you will be more likely to find an insurance scheme that meets your exact needs.

At **Brown & Brown**, our agency teammates have built up years of insurance experience supporting our introducers with a broad range of insurance specialisms. With a unique culture built on honesty, integrity, and superior capabilities, we endeavour to provide the best service and support we are able to offer to all of our introducers. In doing so, this allows our introducers to provide tailored insurance solutions for your customers that help to build relationships and revenue.

## Ready To Find Your Insurance Solution? Let's Chat.

Email: [agency.sw@bbrown.com](mailto:agency.sw@bbrown.com)

Phone: 01749 834 650

Lead Portal: <https://bbrown-tracker.leadpal.co.uk/>

## Why Choose Brown & Brown

- 5 star and rated Exceptional on Feefo
- Over 98% of customers renew with us each year\*
- Dedicated UK based in-house claims team to support your clients
- We have a dedicated member of our agency team to look after you
- We have a team of dedicated insurance specialists will look after your clients
- We have experience handling unusual, specialist and complex general insurance risks