

ABACUS

Specialists in the Let and
Unoccupied Property Market

Information Pack



SALES & MARKETING

Dedicated to the administration of agencies, marketing and primary point of contact for non-policy specific enquiries.

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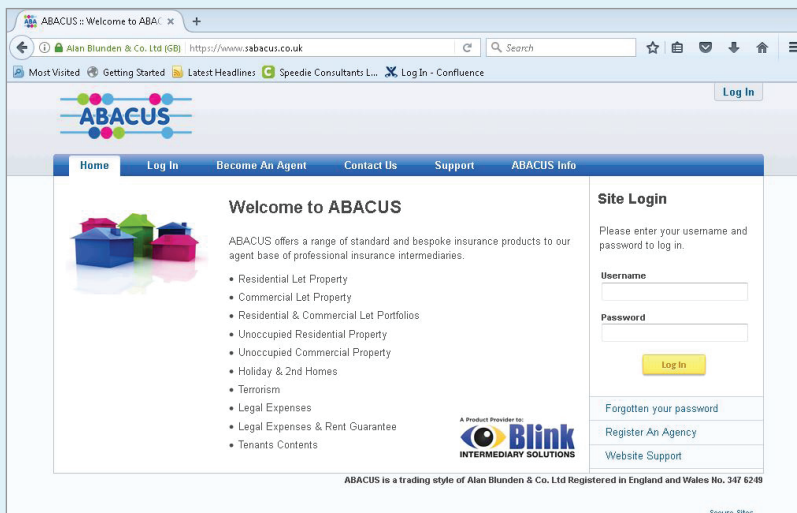
WE GIVE YOU ACCESS TO OUR MARKETING ADVICE WHICH WE EMAIL TO YOU MONTHLY

The screenshot shows the ABACUS InsuranceMarketing website. The main navigation bar includes 'ABOUT US', 'SERVICES', 'RESOURCES', and 'CONTACT US'. The 'ABACUS NEWS' section is active. The 'ABACUS Products' section lists various insurance products. The 'ABACUS Magazines' section features three magazine covers: 'RPI Mag', 'Unoccupied Property Magazine', and 'Commercial Property Owners Insurance Magazine'. Below the covers, the text reads 'ABACUS Magazines' and 'October 6, 2017 | ABACUS Product Info'.

If you would like further information on this, please do not hesitate to contact our Sales & Marketing team on 01702 606312.

ABACUS
Sales and
Marketing





ABACUS Website – access to Instant Quotations and Cover for our range of products.

Online Features

- Instant quotes and cover for :
 - Residential Let Property
 - Residential Unoccupied Property
 - UK Holiday Homes/Second Homes
 - Commercial Let Property
 - Commercial Unoccupied Property
 - Terrorism
 - Legal Protection Cover
- Instant Policy Documentation
- Cover for multiple properties on one policy
- Up to 25% commission
- Range of Voluntary excesses
- Property Owners Liability up to £5million

If you have an existing ABACUS agency please log on to www.sabacus.co.uk for access to our range of products. If you are new to ABACUS or have any queries with your access, please contact our Sales & Marketing department on **01702 606 312**.



ABACUS

Residential Let Property



Offering you immediate ONLINE access to a panel of insurers for Residential Let property risks at exclusively agreed rates

Malicious Damage by Tenant covered as STANDARD

Risk Types Available:

- Properties let direct to council
- Properties let direct to housing associations
- Bedsit type properties
- Multi-tenanted houses/flats
- Asylum seeker tenants
- Short term lease
- Housing benefit recipients
- Student tenants
- Professional and retired tenants
- Unoccupied to be let
- Contents only option

Package Cover Includes:

- Full standard perils
- Accidental Damage (included as standard with certain markets)
- Subsidence
- Property owners liability up to £5,000,000
- Loss of rent (up to 20% of the building sum insured)
- Trace and Access cover

Portfolio Risks

Please submit full details to our New Business Team who will provide the best possible terms using **OUR EXCLUSIVELY AGREED PORTFOLIO RATES** (online quotations available for up to 10 properties).

Insurers

Ageas Insurance Ltd
AmTrust Europe Ltd
AXIS Managing Agency Ltd
Covea Insurance plc

Liberty Mutual Insurance
Europe SE



Up to 25% commission

ABACUS

Commercial Let Property



Offering you immediate ONLINE access to a panel of insurers for Commercial Let property risks at exclusively agreed rates

Acceptable Risks:

- Blocks of Flats
- Shops/Offices
- Surgeries
- Restaurants/Cafes/Takeaways
- Public Houses/Wine Bars
- Industrial Estates
- Warehouses
- Manufacturers
- Wholesalers
- Motor Trades
- Vacant Properties
- Commercial Properties including part residential

Package Cover Includes:

- Accidental Damage
- Property owners liability up to £5,000,000
- Subsidence
- Loss of Rent (optional)
- Contents Cover (optional)
- Full Glass Cover (optional)

Portfolio Risks

Please submit full details to our New Business Team who will provide the best possible terms using **OUR EXCLUSIVELY AGREED PORTFOLIO RATES** (online quotations available for up to 10 properties).

Insurers

Ageas Insurance Ltd
AmTrust Europe Ltd
AXIS Managing Agency Ltd
Covea Insurance plc

Liberty Mutual Insurance
Europe SE



Up to 25% commission

ABACUS

Unoccupied Residential Property



We are pleased to be able to offer 3 separate levels of cover for unoccupied residential property risks. This product is available online and for every quotation you submit we will provide you with a quotation for each level of cover available.

Risk Types Available:

- To be sold
- Awaiting letting
- To be owner occupied
- Pending probate settlement
- Contents cover available
- Properties undergoing structural renovations

3 Levels of Cover to Choose From:

Level 1

- Fire, lightning, explosion, earthquake or aircraft
- Subsidence, ground heave or landslide (unless specifically excluded at quotation stage)
- £100 excess increasing to £1,000 in respect of subsidence
- Property owners liability up to £5,000,000

Level 2

- Full Standard cover with cover limited for theft, malicious damage and escape of water to £2,500
- Subsidence, ground heave or landslide (unless specifically excluded at quotation stage)

- £100 policy excess increasing to £500 in respect of escape of water and £1,000 in respect of subsidence
- Property owners liability up to £5,000,000

Level 3

- Full Standard cover including theft and malicious damage
- Subsidence, ground heave or landslide (unless specifically excluded at quotation stage)
- £100 policy excess increasing to £500 in respect of escape of water and £1,000 in respect of subsidence
- Property owners liability up to £5,000,000

Insurers

AmTrust Europe Ltd

AXIS Managing Agency Ltd

Liberty Mutual Insurance Europe SE



Up to 25% commission

ABACUS

Unoccupied Commercial Property



We are pleased to be able to offer 3 separate levels of cover for unoccupied commercial property risks. This product is available online and for every quotation you submit we will provide you with a quotation for each level of cover available.

Risk Types Available:

- To be sold
- Awaiting letting
- To be owner occupied
- To be renovated
- Contents cover available

3 Levels of Cover to Choose From:

Level 1

- Fire, lightning, explosion, earthquake or aircraft
- Subsidence, ground heave or landslip (unless specifically excluded at quotation stage)
- £250 excess increasing to £1,000 in respect of subsidence
- Property owners liability £2,000,000

Level 2

- Full Standard cover with cover limited for Theft, Malicious Damage and Escape of Water to £2,500

- £250 excess increasing to £1,000 in respect of subsidence
- Property owners liability £2,000,000

Level 3

- Full standard cover including theft and malicious damage
- Subsidence, ground heave or landslip (unless specifically excluded at quotation stage)
- £250 excess increasing to £1,000 in respect of subsidence
- Property owners liability £2,000,000

Insurers

AmTrust Europe Ltd

AXIS Managing Agency Ltd

Liberty Mutual Insurance Europe SE



Up to 25% commission

ABACUS

Unoccupied Properties Undergoing Renovation



We are able to offer cover for Unoccupied Properties undergoing renovation. This can range from minor refurbishments to major works. This product is available online and for every quotation you submit we will provide you with a quotation for each level of cover available.

Risk Types Available:

- To be renovated

3 Levels of Cover to Choose From:

Level 1

- Fire, lightning, explosion, earthquake or aircraft
- Subsidence, ground heave or landslip (unless specifically excluded at quotation stage)
- £100 excess increasing to £1,000 in respect of subsidence
- Property owners liability £2,000,000

Level 2

- Full Standard cover with cover limited for theft, malicious damage and escape of water to £2,500
- £100 excess increasing to £500 in respect of escape of water and £1,000 in respect of subsidence
- Property owners liability £2,000,000

Level 3

- Full standard cover including theft and malicious damage
- Subsidence, ground heave or landslip (unless specifically excluded at quotation stage)
- £100 excess increasing to £500 in respect of escape of water and £1,000 in respect of subsidence
- Property owners liability £2,000,000

Insurers

AmTrust Europe Ltd

AXIS Managing Agency Ltd

Liberty Mutual Insurance Europe SE



Up to 25% commission



Offering you immediate ONLINE access to a panel of insurers for UK Holiday Home property risks at exclusively agreed rates.

With acceptable risk types including single flats and contents only, this is your true one-stop shop with market leading cover and premiums

Risk Types Available:

- Holiday Lets
- 2nd Homes

Package Cover Includes:

- Full standard perils
- Accidental damage (optional)
- Subsidence
- Property owners liability £2,000,000
- Loss of rent or alternative accommodation (up to 20% of the building sum insured)
- Contents cover (optional)
- £100 excess increasing to £500 in respect of escape of water and £1,000 in respect of subsidence

Cover for Unoccupied Periods

Full standard perils apply subject to:

- The water being turned off at the mains and all tanks and pipes being drained, OR the central heating system being in continuous operation to maintain a minimum temperature of 59 degrees Fahrenheit / 15 degrees Celsius at all times.
- Property being secured
- £250 excess increasing to £500 in respect of escape of water and £1,000 in respect of subsidence

Insurers

AmTrust Europe Ltd
AXIS Managing Agency Ltd
Liberty Mutual Insurance Europe SE



ABACUS

Residential Let Legal Protection



Available stand-alone or as an add-on to
Residential Let Property policies

Legal Expenses & Rent Guarantee now available on our website
www.sabacus.co.uk as a stand-alone product

In the event that your client should be involved in a property dispute or debt recovery (relating to the property insured) then the cost, time and effort of pursuing any legal action against a third party would probably result in a financial loss to the client as well as being very time consuming.

Legal protection cover will provide the client with the security and peace of mind should it ever be necessary for the client to have to take such legal action.

We provide:

- 24 Hour Help Line
- Legal Cover costs limit of indemnity £50,000 per incident

Acceptable Risk Types:

- Minimum 6 month lease agreement
- Long term leaseholders
- All residential property types including flats
- All tenant types

Important Note:

Legal cover premiums are calculated per individual lease agreement and not per individual property address

Insurers

AmTrust Europe Ltd



Fixed Commission of £10 for Legal Protection /
£25 for Legal Protection & Rent Guarantee

ABACUS

Residential Let Rent Guarantee



Automatically including Legal Protection for your clients' increased peace of mind

Legal Expenses & Rent Guarantee now available on our website www.sabacus.co.uk as a stand-alone product

Should the tenant default on their rent, the cost of taking the necessary legal action to recover the lost rent is often prohibitive to your client. It may even be that the tenant has absconded and is difficult or impossible to trace. In any event this action may prove too costly and time consuming.

Rent Guarantee will give your client peace of mind with cover that includes:

- 24 Hour Help Line
- Loss of rent up to £1,500 per month for a maximum of 6 months (or until vacant possession has been attained)

Important Notes:

The amount in dispute

- The amount in dispute must exceed £400 and we must be notified within 45 days of the rent payment that has not been paid being overdue

The client must obtain:

At least one satisfactory finance or credit agency reference from a reputable credit referencing agency for the guarantor. If there is no guarantor then this would apply to the tenant.

- At least one written character reference for the tenant(s)
- A minimum of one month's rent as a deposit before letting the property to a tenant

We do not require any of the above documentation to be submitted at on cover stage. BUT, in the event of a claim, the insurers will require this documentation and failure to supply this documented evidence will seriously affect the claim.

Insurers

AmTrust Europe Ltd



Fixed Commission of £10 for Legal Protection /
£25 for Legal Protection & Rent Guarantee



Comprehensive Terrorism Cover

In most cases, when obtaining a quotation from the insurers for either residential or commercial risks, terrorism cover is not automatically included. We feel that in order to “offer the best advice to your client” a terrorism quote should be obtained and presented to the client at the quotation stage of any property risk or at renewal if applicable. We are able to provide a stand-alone terrorism cover option for both residential and commercial properties even if we do not hold the primary risk.

Cover for the following risk types is available:

- Owner occupied residential property
- Residential let property
- Flats
- Shops/offices
- Factories
- Individual industrial units
- Industrial estates
- Any other commercial property type

Cover Includes:

- Specialist claims team in the event of a loss
- Option to insure loss of rent cover
- Option to include contents cover

Insurers

Beech Underwriting



ABACUS

Tenants Contents



Offering your client a protective cover for all their contents as a tenant in rented accommodation.

Ideal for targeting student accommodation in university areas or cross selling to your existing Property Owners book

Standard RISK types available:

- Property must be self-contained
- If shared accommodation, all tenants must have a joint policy
- Tenants must be of UK nationality
- Tenant must have a minimum of a 6 month lease

Please refer any that fall outside of this criteria

Package Cover Includes:

- Full standard perils
- Automatic cover for after landlords' fixtures and fittings (up to 10% of the contents sum insured)
- Legal liability as occupier £2,000,000
- Legal liability for domestic staff £5,000,000

Cover – Optional Extensions:

- Accidental damage to contents
- All risks cover (worldwide cover)
- Money & credit cards (worldwide cover)
- Pedal cycle (UK only)
- Freezer contents

Insurers

AXIS Managing Agency Ltd



Up to 25% commission



We have a long-standing relationship with ABACUS, they are a key provider to us and a 'go to' facility for let and unoccupied property, but who are Blink Intermediary Solutions?

Blink in a Blink:

At Blink Intermediary Solutions, we connect UK insurance brokers to insurance products and capacity solutions, some of which are unique and exclusive to us. We work with a variety of providers including insurers, MGA's, wholesale brokers and specialist suppliers, providing access to a wide range of personal and commercial insurance products and capacity solutions.

We are not a network. There are no fees or commitments on our part for a broker to access the standard products we distribute. We build real relationships, get to know the brokers business, identify possible gaps and suggest potential solutions to fill them.

We have developed a number of exclusive niche clubs and schemes with some of our providers, empowering a broker to write a specific class of business in accordance with clear scheme parameters. We are also a division of a Lloyd's broker enabling us to develop binders and capacity solutions for brokers that are looking for a truly bespoke solution offering greater in-house control.

Commercial Classes:

Commercial Motor
Motor Fleet
Accident & Health
Liability
Commercial Vehicle
Commercial Property

Specialist Commercial Solutions:

Construction
Contractors and Tradesman
Commercial Legal Expenses
Cyber Liability
Commercial Leisure
Food & Drink
Directors and Officers
Loss Recovery Insurance

Personal Classes:

Private Car
Associated Private Car
Motor Bike
Household
Pet
Travel and Personal Accident

If you would like further information please visit www.blinkis.co.uk or email us at info@blinkis.co.uk

Blink Intermediary Solutions is a trading name of Iris Insurance Brokers Ltd, which is authorised and regulated by the Financial Conduct Authority (FCA) Register number: 310825.

Iris Insurance Brokers Limited registered in England and Wales under registration number 4072404. Our Registered Office is The Baxter Building, 1st Floor, 80 Baxter Avenue, Southend-on-Sea, Essex, SS2 6HZ. The intended recipient of this content is UK FCA regulated insurance brokers. Full details of FCA authorisations can be found at www.fca.org.uk





White Labelling

We are able to offer you white labelling facilities on the following products:

- **Residential Let Property** – Quote only or Quote & Buy
- **Commercial Let Property** – Quote only
- **Unoccupied Residential Property** – Quote only or Quote & Buy
- **Unoccupied Commercial Property** – Quote only or Quote & Buy
- **Unoccupied Properties Undergoing Renovation** – Quote only or Quote & Buy
- **UK Holiday Homes** – Quote only or Quote & Buy
- **Residential Let Legal Protection** – Quote only or Quote & Buy
- **Rent Guarantee** – Quote only or Quote & Buy
- **Tenants Contents** – Quote only or Quote & Buy



You must comply with the following:

- Each month we shall submit a statement of account to you. You will pay to us all premiums on or before the 25th day of the month in which the statement was printed. No allowance shall be made for:
 - any arrangement whereby you have allowed credit to the insured
 - any delay in your accounting system
 - non-payment by customer.
- You will notify us immediately if you do not obtain the payment of the premium from the customer by the due date.
- All cheques should be made payable to ABACUS (BACS payments are acceptable).
- If, for any reason, you are unable to settle an item please contact our office. We will agree an extended period of credit for this item if a valid query is raised.
- We will not accept any unpaid items unless our office has specifically agreed an extension.
- All renewals falling outside the credit period will be automatically lapsed.
- If the policy is cancelled or lapsed due to non-payment it will not be possible to reinstate cover upon receipt of a late payment. Where possible a new policy will be issued commencing from the date we receive new instructions to provide cover or the date that payment is received in our office.

Contact our Accounts Team on:

Tel: 01702 606 320

Email: accounts@sabacus.co.uk

NEW BUSINESS

The team know the property owners market our brokers work within and constantly strive for the fastest quote turnaround and the most competitive premiums.

Tel: 01702 606 304

Email: newbusiness@sabacus.co.uk

EXISTING BUSINESS

Answering all policy related enquiries from cover to mid-term adjustments to renewals. Efficiency, accuracy and knowledge ensure the team lead the market in terms of service to brokers.

Tel: 01702 606 306

Email: existingbusiness@sabacus.co.uk

ACCOUNTS

Specialist and personable team ensuring accuracy and the high level of service you expect are maintained at all times.

Tel: 01702 606 320

Email: accounts@sabacus.co.uk

CLAIMS

The team are there to provide our brokers with a direct and knowledgeable point of contact to ensure each and every claim is resolved to all parties' satisfaction and understanding.

Tel: 01702 606 311

Email: claims@sabacus.co.uk



**Let Property &
Commercial
Specialists**

ABACUS is provided by Alan Blunden & Co Ltd, Baxter Building, 80 Baxter Avenue, Southend on Sea, Essex, SS2 6HZ. Alan Blunden & Co Ltd are authorised and regulated by the Financial Conduct Authority No. 309694.

Full details of the FCA authorisations can be found at www.fca.org.uk

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