

Home Insurance Under insurance

Main reasons for being under insured

As lifestyles and circumstances change, we rarely consider the effects on our insurance cover.

Home improvements/extensions

Whilst the rebuild cost is normally provided on the mortgage valuation, any work completed afterwards such as loft conversions, conservatories, extensions and expensive new kitchen/bathroom fittings can all significantly change the rebuild cost of the home.

Babies and Teenagers

The arrival of a baby can mean new furniture, gadgets, toys, clothes etc and in all the excitement reviewing insurance cover is a low priority and gets forgotten. Similarly, teenagers are now accumulating more valuable possessions, such as designer clothes, games consoles and CD's. How many parents know exactly what their children have in their rooms?

Inheritance

Possessions can be passed on from family or friends. Values are rarely known and can be too emotional to consider the effect these possessions may have on insurance.

Upgrading

As lifestyles change, belongings are often upgraded; second hand furniture replaced with new and latest hi tech gadgets purchased.

Estimating values

It is very time consuming to systematically go through each room, list each item and find out the true replacement value. Most people believe they can estimate the value of their possessions and therefore guess the level of cover needed but often they forget just how much they have accumulated over the years.

Moving home

When moving to a new home, new furniture and furnishings are often bought to replace old items and to furnish new additional rooms such as a study or an extra bedroom.

Abbey Peace of Mind Home Insurance

Unlimited sum insured for homes with up to 5 Bedrooms¹.

The consequences of being under insured will usually only become apparent just when your client needs it most, for example, when they receive a reduced claims pay out.

With Abbey's Peace of Mind Home Insurance your client can benefit from unlimited sums insured² on:

- Buildings
- Contents
- Temporary Accommodation
- Replacement locks and keys
- Freezer food

Your clients will not need to calculate the value of their home or contents and won't need to worry about reduced claims pay out or even remember to review their cover whenever their circumstances change.

The quality of this product has been recognised by Defaqto by awarding it 5 stars³ for both buildings and contents insurance for the 4th year running.

Where will your clients want to live if disaster strikes?

Should the worst happen and the home is uninhabitable because of an insured event such as a fire, explosion or flood, your client won't have to move into a small caravan, rely on friends and family or worry about any limitations on the value of their claim.

With unlimited sums insured for temporary accommodation, the cost of comparable accommodation will be covered for as long as it takes to be able to move back home.

¹For properties with 6 or more bedrooms, the contents sum insured needs to be specified by your clients. ²Limits apply to certain areas of cover. ³For 5 bedrooms or less.

Financial Services Authority Regulation and Treating Customers Fairly

Remember, you are responsible for ensuring the product meets your customers needs:

- ✓ Ensure customers circumstances and needs are fully understood
- ✓ Tailor advice according to the customers circumstances
- ✓ Consider closely the suitability of the product against the needs of your client
- ✓ Take into account policy exclusions, excesses, limitations or conditions
- ✓ Recommend products that best meets the customers needs and circumstances
- ✓ Keep accurate client records and ensure they are kept up to date
- ✓ Keep clear records of advice given and reasons for recommendations

A quick thought

For every Peace of Mind policy you sell you can earn 25% commission for the first year and 15% annual commission, payable monthly, from first renewal for the rest of the life of the policy

Let's talk



Call us on 0870 600 0367*



www.abbeyforintermediaries.com