

# INSURER GUIDE

Last Updated – 23<sup>rd</sup> March 2024

**McLardyMcShane**



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PARTNERS



[CLICK HERE FOR DISCOUNTING AUTHORITY](#)

# DISCOUNTING AUTHORITY

<b>Insurer</b>	<b>Product</b>	<b>Discount (%)</b>	<b>Conditions</b>
<b>CHUBB®</b>	Business Insurance	20%	New Business (SCTP/Sunrise)
	Home Insurance	5%	New Business (Sunrise)
<b>Allianz</b> 	Business Insurance	5%	New Business (SCTP)
	Business/Trades/Office Pack, and Motor Trades	5%	New Business & Renewals (Sunrise)*
	Home Insurance	10%	New Business (Sunrise)
 <b>ZURICH</b>	Business Insurance and Commercial Motor	15%	New Business (Sunrise)
 <b>QBE</b>	Business Insurance	10%	New Business (SCTP/Sunrise)
 <b>vero</b>	Business Insurance, Motor Trades, and Retail Services	10%	New Business (SCTP/Sunrise)
 <b>360</b> <small>Commercial</small>	Business Insurance	10%	New Business (low hazard / claims free risks)
<b>Hollard.</b>	Business Insurance	5%	New Business (SCTP/Sunrise)

*Others who will consider additional discounting on a case-by-case / referral basis*



\* - SUBJECT TO CAPPING & THRESHOLD LIMITS



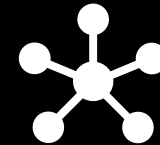
SUPPORT



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# SUPPORT TEAM



CONTACTS & QUICK REF GUIDES



BROKERPOINT TEAM CONTACT LIST



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Name	Position	Mobile Number	Email Address	Notes
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<b>Mehmet Turgut</b>	<i>Broker Advocate (Victoria)</i>	0411 012 932	brokerpoint@cgu.com.au	Our Authorised Representatives are serviced by CGU's BrokerPoint Team, with Mehmet being our dedicated VIC rep
<b>Jacob O'Connor</b>	<i>Broker Advocate (Queensland)</i>	0411 011 996	brokerpoint@cgu.com.au	Our Authorised Representatives are serviced by CGU's BrokerPoint Team, with Casey being our dedicated QLD rep
<b>Peter Dimovski</b>	<i>Broker Advocate (New South Wales)</i>	0411 011 362	brokerpoint@cgu.com.au	Our Authorised Representatives are serviced by CGU's BrokerPoint Team, with Marlee being our dedicated NSW rep
<b>Becky Rowe</b>	<i>Broker Advocate (South Australia)</i>	0407 836 528	brokerpoint@cgu.com.au	Our Authorised Representatives are serviced by CGU's BrokerPoint Team, with Becky being our dedicated SA rep
<b>Lara Kaczmarek</b>	<i>Broker Advocate (Western Australia)</i>	0411 208 670	brokerpoint@cgu.com.au	Our Authorised Representatives are serviced by CGU's BrokerPoint Team, with Lara being our dedicated WA rep
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# UNDERWRITING TEAM

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- 🌐 CONTACT SHEET (VIC)
- 🌐 CONTACT SHEET (NSW)
- 🌐 CONTACT SHEET (QLD)
- 🌐 CONTACT SHEET (WA)
- 🌐 CONTACT SHEET (SA)

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## OTHER RESOURCES

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***ONLINE TRAINING MODULES***



***CGU PADLOCK BROCHURE***



***CGU PADLOCK APPETITE LIST***



***WHY CGU FOR CONSTRUCTION***



***BUSHFIRE RISK TRENDS***



***HOME BUILDING CALCULATOR***



***BUSINESS INSURANCE FORM***



***BUSINESS INTERRUPTION FLYER***





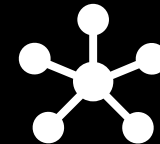
SUPPORT



UNDERWRITING



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# SUPPORT TEAM

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<b>Brendon Speechley</b>	<i>Manager, Partnerships (VIC/QLD/NSW/SA)</i>	0481 174 343	brendon.speechley@qbe.com	Our BDM for all McLardy McShane Group members in Victoria, Queensland, New South Wales, and South Australia
<b>Warren Reuben</b>	<i>Manager, Partnerships (WA)</i>	0411 012 932	warren.reuben@qbe.com	Our BDM for all McLardy McShane Group members in Western Australia
<b>Harleen Bhasin</b>	<i>Senior Manager, Partnerships</i>	0466 437 234	harleen.bhasin@qbe.com	Brendon Speechley reports in to Harleen, who can act as an escalation point for our network operationally
<b>Steve Talbot</b>	<i>Head of Q Nect</i>	0468 576 428	steve.talbot@qbe.com	Harleen Bhasin reports in to Steve – who heads up the Q Nect team – which Brendon sits within <i>(Steve should only be contacted via Richard Davies)</i>
<b>Matthew Evans</b>	<i>SME Customer Experience Manager</i>	0466 551 420	matthew.evans@qbe.com	Matthew oversees the SME customer experience for QBE’s insurance broking network
<b>Peter Giannakopoulos</b>	<i>SME Team Leader</i>	02 8862 8292	peter.giannakopoulos@qbe.com	All SME Underwriters report in to Peter – who also acts as key contact for servicing escalation and/or feedback



# UNDERWRITING TEAM

NOTE – SME UNDERWRITING INCLUDES BUSINESS PACK, FARM, HOME, AND MOTOR

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# CLAIMS TEAM

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CLAIMS CONTACT PAGE

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NOTE – ALL OTHER CLAIMS DETAILS CAN BE SENT THROUGH TO GICLAIMS@QBE.COM



## OTHER RESOURCES

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***PREFERRED BUILDERS***



***EBUSINESS SUPPORT TEAM***



***SPECIALTY UNDERWRITERS***



***MINIMUM INFO GUIDELINES***



***SYSTEM & C.CHANGE TIPS***



***Q ACADEMY TRAINING***



***E-LEARNING TRAINING***



***DOCUMENT LIBRARY***

Allianz



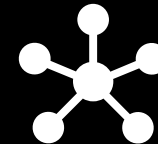
SUPPORT



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***CONTACTS & OFFICE LOCATIONS***



***CARAVAN & TRAILER PROPOSAL FORM***



***SME RISK APPETITE GUIDE***



***HOME & CONTENTS CALCULATOR***



***MOTOR FLEET RISK APPETITE GUIDE***



***REPAIRER LOCATOR***



***FARM RISK APPETITE GUIDE***



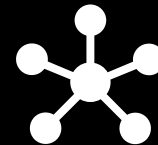
***ONE ALLIANZ PARTNERS***



SUPPORT



CLAIMS



RESOURCES

ALL UNDERWRITING ENQUIRIES TO GO VIA STATE DEVELOPMENT SPECIALISTS – REFER TO SUPPORT PAGE

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# SUPPORT TEAM


 OFFICE LOCATIONS

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**COMMERCIAL MOTOR VEHICLE  
CLAIM FORM**



**PUBLIC LIABILITY  
CLAIM FORM**



**MARINE CARGO  
CLAIM FORM**



**CARGO PROTECT  
CLAIM FORM**



## OTHER RESOURCES

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***FLEET MOTOR QUESTIONNAIRE***



***EARTHMOVING QUESTIONNAIRE***



***TRANSPORT PACK PROPOSAL FORM***



***CARGO PROTECT PROPOSAL FORM***



***LIABILITY QUOTE FORM***



***HULL PROTECT APPLICATION FORM***



***LIABILITY PROPOSAL FORM***



***DISTANCE CALCULATOR***



# CHUBB®



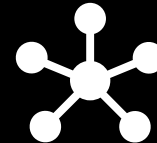
SUPPORT



UNDERWRITING



CLAIMS



RESOURCES

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NOTE – LOWER MIDDLE MARKET (LMM) = UNDER \$50M

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***GENERAL LIABILITY PROPOSAL FORM***



***MARINE CARGO CLAIMS PROCESS***



***GROUP ACCIDENT & SICKNESS FLYER***



***MOBILE PLANT & EQUIPMENT FACT SHEET***



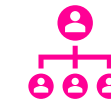
***MASTERPIECE BROCHURE***



***MARINE HULL FACT SHEET***



***CYBER APPETITE GUIDE***



***MANAGEMENT LIABILITY FACT SHEET***



# vero



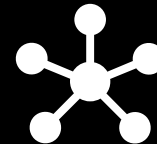
SUPPORT



UNDERWRITING



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## SUPPORT TEAM

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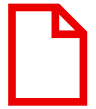
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## OTHER RESOURCES

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***NEWS & INSIGHTS***



***SME INSURANCE INDEX***



***RISK MANAGEMENT INSIGHTS***



***INSURANCE POLICY DOCUMENTS***



***ONLINE CLAIMS LODGEMENT PROCESS***



***ONE TOUCH CLAIMS FLYER***



***O'BRIEN GLASS FLYER***



***MOTOR VEHICLE CLAIM FORM***



# Hollard.



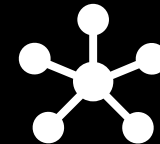
SUPPORT



UNDERWRITING



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## PLEASE NOTE – PLEASE CONTACT LEE PETRUSCH FOR ALL HOLLARD SELECT REQUESTS & ENQUIRIES

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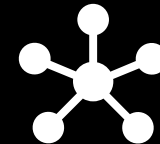
SUPPORT



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***Z.STREAM LOGIN PAGE***



***ONLINE Z TRACK PORTAL***



***INDUSTRY ACCREDITED WEBINARS***



***BROKER USER GUIDE – BUS INSURANCE***



***PRIORITY REPAIR SERVICE***



***BROKER USER GUIDE – WORKERS' COMP***



***PRIORITY SETTLEMENT SERVICE***



***BROKER CONTACTS***



SUPPORT



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## CLAIMS CONTACTS



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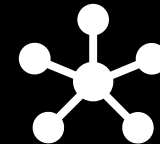
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 360 UNDERWRITING CLAIMS

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***NEWS & EVENTS***



***360 UNDERWRITING TEAMS***



***360 COMMERCIAL PROPOSAL FORM***



***360 COMMERCIAL CLAIM FORM***



***COMMERCIAL MOTOR PROPOSAL FORM***



***COMMERCIAL MOTOR FLYER***



***360 FARM FEATURES & BENEFITS***



***360 PRESTIGE MOTOR FLYER***



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