



# Clubs New Zealand Inc

## Managers Conference

Scott Sheridan

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Abbott Insurance Brokers is an established commercial brokerage offering full risk and insurance services to clients nationwide.

We are big enough to access the world's premium underwriters and insurers, and small enough to offer a bespoke service.

Our difference for you is our people.

# Content

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- Clubs New Zealand – Member Offering
- Member Offering - Performance
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- Club Challenges – Insurance Related
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## Abbott Group – Who we are

- Established in 1981
- Multi Practice Business
- Private Company with Institutional Shareholders
- Nationwide Representation
- 80 Staff – Highly experienced team
- 4,000+ clients
- Tested & Proven



# Clubs New Zealand - Member Offering

- Joint Venture Partnership
- Long Standing Offering
- Unique Underwriting Agency
- Market Leading Policy Wordings
- Dedicated Service Team
- Internal Claims Management
- 100% Designed to fit Clubs



# Member Offering - Performance

- Total Claims – 10 Years
  - Number – 1,291
  - Value - \$23,000,000
- Trending Claims – Frequency & Value
  - Employment Disputes (175 Claims - \$570,000)
  - Crime (54 Claims - \$541,000)



# Insurance Market

- Insurance Clock
- Current Financial Performance of Insurers
- Climate Change – Weather Events
- Catastrophe Coverage – Risk Model vs Community
- Changing Investment Market – Impact on Reinsurance
- Capacity
- Global market



# Club Challenges - Insurance Related

- Achieving continued engagement of Volunteers
- Asset Value vs Revenue Generation
- Increasing Pressures of Legislation/Regulation Changes
- Higher Risk Locations





## Key Messages

- Clubs New Zealand offering is market leading and tailored to each individual clubs needs
- Individual Clubs & Full Clubs Facility is tendered to ensure that pricing remains competitive
- Insurance market is like any market - it continues to change
- Typically the best managed business's are the best insurance risk





# Questions

We want to understand what's important to you.



Thank you

