

Live Webinar: Introduction to Motor Traders Insurance and Fleet Policies

Duration: 3 hours

Delivery Method: Zoom

Maximum 10 delegates

About the course

This live on-line interactive insurance webinar aims to increase your knowledge of the importance of understanding how both a motor traders' insurance policy and a fleet policy are constructed.

Looking at the types of customers who will need this cover, together with the importance of the legal aspects of the cover according to the Road Traffic Act.

Within the course we will look at what needs to be covered as well as how the underwriter makes their decision, together with a good look at the policy conditions, warranties endorsements and exclusions.

There will be a maximum of 10 delegates.

This webinar will be delivered via Zoom.

Who should attend

Anyone who is working in the insurance industry within commercial insurance. This course will be of particular interest to those who deal with or will be dealing with motor traders or businesses that have a number of vehicles. This is a beginner course which is most suitable for those who have not been in the industry or working in motor insurance long.

Course Objectives

- To better understand what is covered under a motor traders' policy and explain the extent of cover available to a client
- To understand the provisions of a motor fleet policy and be able to present and explain the cover to a fleet client, matching the product with the needs of that client
- To have an understanding of what is important to the underwriter and how they make their rating decisions
- To demonstrate a good understanding of the terms and language used in a motor traders' and fleet insurance policy

Course Content

- Who needs this insurance, the types of business & and the vehicles suitable for cover
- The elements of cover available and the differing levels offered to the client
- The legal implications of owning a business that includes motor vehicles
- The underwriting considerations and how fleet and motor traders' insurance is rated
- The policy wordings, conditions, endorsements and exclusions you will typically find in a motor trader and motor fleet insurance policy
- The aspects of risk management relating to motor vehicle