

Cover Notes



The Newsletter of TFP Schemes

Introducing the innovative “yes claim bonus”

As ever we are always looking at ways in which we can ensure our products lead the market and we are delighted to announce that as from the 6th April 2009 all existing and new TFP Taxi policy holders will benefit from our new unique claims concept - the TFP Schemes “**Yes Claim Bonus**”.

This unique claims concept is provided to all TFP Taxi policy holders. The claims concept is easy to understand...

...If your client has an accident and it is notified to us within 24 hrs...

...they will receive a “claim bonus” by way of a reduction in their excess of £200 and the provision of a plated replacement vehicle - even if your client is at fault.



More information on this exciting new claims concept can be found inside this newsletter or contact us today on 029 20 30 10 30.

Welcome to the latest news from TFP Schemes.

Any successful business has to focus on two key areas - sales and the control of costs. The new TFP Schemes initiative “Yes Claim Bonus” is an exciting development in claims management which we hope will provide great benefits to all.



In addition to this exciting new initiative, I am delighted to report that TFP Schemes was awarded the accolade of

“**Wholesale Intermediary of the Year**” at the Insurance Age – Broker of the Year Awards. Whilst this was a tremendous

achievement for our organisation, I can assure you that we will be looking to extend further our products and services over the next 12 months providing brokers with an unrivalled service and further unique innovations.

The British and Irish Lions tour commences shortly and to celebrate the event we are again undertaking a promotion to encourage new and existing brokers to use our market leading online quotation system. So please don't delay - register for the promotion and ensure that your business is a “roaring success”.

Damian Walsh - Partner

Register for the TFP Schemes –

“Roar to Success”
World of Rugby promotion.

Starts on the 30th May and runs to 4th July 2009.

See inside for more details

IN THIS ISSUE

TFP Schemes Acquisition – TFP Schemes moves forward with purchase of wholesale business

TFP Multi Vehicle – product development update

An innovative approach to claims management - The **“Yes Claim Bonus”** from TFP Schemes, wholesale intermediary of the year

For many years drivers have become accustomed to protecting their insurance costs by looking after their “no claim bonus”. Now leading specialist hire vehicle insurer TFP Schemes has introduced their innovative “Yes Claim Bonus”.

Report your accident within 24 hours and **“Yes”**, a bonus of £200 by way of a reduction in the client’s excess payment will be applied. This has an additional benefit of keeping down the cost of the accident to the driver, cutting the cost of the total claim and keeping premiums stable in the future.

“Yes Claim Bonus” is a new claims concept launched by TFP Schemes aimed at encouraging their customers to report all claims as early as possible. The new approach encourages drivers to be proactive by rewarding early notification of accidents to the insurer.

Damian Walsh, Partner at TFP Schemes explains *“early notification of an accident is paramount as this can enable the insurer to retain control of the claim which can ultimately have a significant impact on*

the overall cost. The savings achieved by having better control over these costs can be passed on to the customer in real savings in their future insurance premiums”.

In recent years, insurers have seen the cost of claims dramatically increase. The credit hire industry alone costs Insurers over £1 billion a year, claims regularly exceed the market value of the vehicle and in some instances bills in excess of £100,000 have been received, this in turn adds an average of around £50 per policy to the cost of motor insurance for the consumer. Take into account personal injury claims and credit repair the outlook looks pretty grim.

From April 2009 all new and existing clients with a TFP Taxi policy who are involved in an accident, and provides details of the third party to the TFP Schemes claims line within 24 hours, will benefit from a £200 reduction in their excess; they will also be supplied with a plated replacement taxi so they can continue working.

Damian Walsh is hopeful that the innovative idea will enable the

scheme backed by Norwich Union (soon to be Aviva), to contain the cost of all third party claims, this will assist in offering a beneficial pricing differential to our customers and most importantly help to stabilise premiums moving forward.

In summary with the TFP Schemes “Yes Claim Bonus” your clients can benefit immediately from:

- **Reduction to any excess of £200**
- **FREE plated replacement vehicle (even if the accident is your client’s fault)**
- **£35 a day loss of earnings payment**
- **Repair of your clients vehicle through the Norwich Union authorised repair network with 3 years guarantee on all work**

Full terms and conditions can be seen on our website www.tfpschemes.co.uk

Communicating the **“Yes Claim Bonus”** to your clients

How will this new claims concept be communicated?

The TFP Schemes claims initiative **“Yes Claim Bonus”** will be communicated to each new TFP Taxi policy holder within their policy document folder.

Existing policyholders can also benefit from the new claims concept and it is our intention to forward an accident assistance pack, giving full details of the **“Yes Claim Bonus”** direct to existing clients.

Each driver will receive a TFP Schemes accident assistance pack which they are encouraged to keep in their glove box. The pack will contain the TFP Schemes

“Yes Claim Bonus” helpline number and the accident crash cards, all they need to get back on the road as quickly as possible.

If you have any queries in respect of the TFP Schemes **“Yes Claim Bonus”**, please do not hesitate to contact us.



ACCIDENT ASSISTANCE PACK
Report your Accident within 24 hours and save £200

Call the Claims Line 0800 678 999



TFP Multi Vehicle



AVAILABLE IN MAY 2009

TFP Multi Vehicle provides Private and Public Hire cover for up to 4 taxis, MPV's and Minibuses. The policy can be tailor made to cover named drivers and to suit your clients' requirements. Importantly it allows all named drivers to drive all vehicles covered on the policy, providing your client with total flexibility to run their business.

TFP Truck



COMING SOON

TFP TRUCK – Developed in conjunction with Norwich Union, the new TFP Truck policy is to be introduced in the third quarter of 2009.

This competitive policy will provide cover for trucks, mobile shops, horse boxes and a wide variety of other vehicle types.

We will keep you informed of the launch of this new product over the coming months.

Non-hire Minibus



HOT OFF THE PRESS

We have exciting plans to introduce a non-hire minibus policy during 2009.

This is the result of interest expressed by brokers to have such a policy in our product range.

If you would like to see other products added to our range - why not drop us a line at enquiries@tfpschemes.co.uk

TFP SCHEMES "WORLD OF RUGBY" PROMOTION

"Roar to Success" - in our World of Rugby promotion



Whilst the British and Irish Lions team is on tour in South Africa... why not make your team a "roaring success".

The TFP Schemes "Roar to success" – World of Rugby promotion commences on the 30th May 2009. The promotion rewards brokers for sales of our products from 30th May 2009 to 4th July 2009. For each new sale conducted between these dates the following rugby points will be allocated to the individual broker:

Sale of	TFP Liability	Conversion 2 pts
	Short Period Cover	Conversion 2 pts
	TFP Taxi	Drop Goal 3 pts
	TFP London Taxi	Penalty 3 pts
	TFP Executive	Try 5 pts
	TFP Funeral Homes	Try 5 pts
	TFP Special Types	Try 5 pts
	TFP Minibus	Penalty Try 5 pts
	TFP Taxi Fleet	Converted Try 7 pts
	TFP Multi Vehicle	Converted Try 7 pts

The value of the rugby scores is shown in the table below:

Rugby points	Capital Bond voucher value
200 Points	£1000
100 Points	£500
50 Points	£250
20 Points	£100

Points are unlimited

In addition to the above the broker with the highest overall points score will receive a weekend for two in Rome to visit the Colosseum, where the 'lions' once roared.



So Roarrrrrrr to success and register to take part in the "World of Rugby" promotion by completing the form below or email your details to roar@tfpschemes.co.uk Once registered we will automatically distribute the vouchers to each broker at the end of the promotion. *Terms and conditions available on request.*

Register Now via our website or fax your contact details below

Name _____

Company _____

Address _____

Postcode _____ Tel No: _____

Email address _____



At the end of the promotion points scored can be exchanged for Capital Bond

Shopping Vouchers which can be used in over 160 high street and online stores.



TFP Schemes acquires wholesale arm of M Wood Insurance Services

TFP Schemes the specialist hire car insurance wholesaler has announced the purchase of the wholesale arm of Bridgend based M Wood Insurance Services.

The purchase on the 1st March was part of the companies exciting expansion programme and comes on the back of a period of excellent organic growth. Founded in 1998, the company last year celebrated its tenth anniversary.

The company was recently awarded the prestigious title of "Wholesale Intermediary of the Year" at the UK broker awards and has seen its product range grow from the full range of hire vehicles from taxis and chauffeur cars to now also include other niche motor products such as plant, machinery and agricultural vehicles.

All existing business of the M Wood Insurance Services wholesale arm is to be transferred to the TFP

Schemes offices in Cathedral Road, Cardiff and will be administered by TFP Schemes going forward. In order to ensure the very highest levels of service, the business will be administered by the highly acclaimed "TFP SOLO" client management and quotation system which allows new business, adjustments and renewals all to be undertaken online. It is this investment in technology that has seen TFP Schemes transact volume business efficiently and cost effectively allowing the organisation to substantially grow their business in a very competitive market.



Damian Walsh and Tim Fiteni, TFP Scheme Partners

Damian Walsh, Partner at TFP Schemes states "after many years of successful organic growth we are now seeing exciting new opportunities for further expansion through the acquisition of businesses with a proven track record. As an established scheme insurance provider we are able to service and source a wide product range at a competitive cost and hence we are now being presented with a variety of different business proposals. Growth by acquisition now looks an attractive proposition and we are currently in negotiations with other parties."

Register Now for TFP SOLO

Following receipt of your registration we will then contact you to confirm your access to the TFP SOLO system, allowing you immediate use of the TFP SOLO quotation service. **Please fax this completed form to 029 20 30 10 40 or register on line at www.tfpschemes.co.uk**

Name _____

Company _____

Address _____

Postcode _____

Tel No: _____

Email address _____

Number of Single Taxi policies written in last 12 months. _____

Do you write any of the following types of covers? Please indicate approx number undertaken in last 12 months.

Taxi Fleet _____ Executive Vehicles _____ Minibus _____ Coach _____ Funeral Cars _____

Truck _____ Special Types _____ Multi Vehicle _____ Funeral Homes _____



TFP Schemes
Trevillian House
40 Cathedral Road
Cardiff CF11 9LL

Tel: 029 20 30 10 30
Fax: 029 20 30 10 40
email: enquiries@tfpschemes.co.uk
www.tfpschemes.co.uk



TFP TAXI FLEET TFP EXECUTIVE TFP LIABILITY TFP FUNERAL HOMES TFP TAXI TFP MINIBUS TFP SPECIAL TYPES TFP TRUCK

Authorised and Regulated by the Financial Services Authority.