

# TIPS AND HINTS

**calibre**  
INSURANCE

**AS YOU KNOW THERE ARE VARIATIONS IN THE APPROACH THAT DIFFERENT INSURERS TAKE. WE HIGHLIGHT BELOW A FEW AREAS TO BE MINDFUL OF IN REGARD TO PROCESSING CALIBRE INSURANCE BUSINESS PACKAGE ON SVU TO HELP YOU GET THE BEST POSSIBLE OUTCOME FROM CALIBRE INSURANCE IN TERMS OF ACCEPTANCE AND PRICING:**

## **[ A ] IMPORTING VS MANUFACTURING**

Any risk that imports goods but does not actually conduct manufacturing, should be quoted under the appropriate occupation that reflects what the business actually does ie Retailer / Wholesaler. You then simply answer 'yes' to the importing question on liability.

## **[ B ] PROPERTY OWNER RISKS - MULTIPLE TENANTS REQUIRE INDIVIDUAL LISTING**

A 'tenant business' occupation needs to be entered for each and every separate tenant. The hard coded reference on SVU to "must represent most hazardous tenant" does not apply to Calibre Insurance. Please refer to the help button on this section in SVU which notes the following:  
*"For Calibre Insurance each and every separate tenant to be listed. For example if a building has 2 accounting firms and 2 apartments, then 4 tenants business must be entered with 2 as Accountants and 2 as apartments."*

## **[ C ] DEFAULT ANSWERS**

We recommend that you check all default answers on SVU prior to submitting any quote with Calibre Insurance as they may have an impact on the acceptance and pricing that is provided.

## **[ D ] WINBEAT USERS**

We are experiencing some cases where the premium values from SVU are not included correctly in the invoice generated from Winbeat. Please note the following when an SVU policy is copied into Winbeat. You will need to copy and paste all the premium value fields (except GST, underwriter Fee Tax and Commission GST which are calculated automatically).

**See over for instructions on what you need to do when an SVU policy is copied to Winbeat**

# NOTE FOR USERS WHEN AN SVU POLICY IS COPIED INTO WINBEAT



## PLEASE NOTE THE FOLLOWING WHEN AN SVU POLICY IS COPIED INTO WINBEAT:

You will need to manually copy and paste the Premium values into Winbeat. Please copy and paste all the fields in order to get the invoice to print all the values correctly (except GST, Underwriter Fee Tax and Commission GST which are calculated automatically).

These are the values passed to SVU by Calibre Insurance:

### Premium

Base Premium	8,140.17	Commission	1,790.84
Fire Services Levy	0.00	Commission GST	179.11
Stamp Duty	358.17		
GST	814.01		
<b>Underwriter Fee</b>	<b>450.00</b>		
Underwriter Fee Tax	45.00		
<b>Total Premium</b>	<b>9,807.35</b>		

Below are the Premium values that you should transfer into Winbeat - the Underwriter Fee amount needs to be copied in the UW Levy section:

Premium	Rate	Amount	GST	Total	<input checked="" type="checkbox"/> Auto-calculate
Base		\$8,140.17	\$814.02	\$8,954.19	
Fire levy	0%	\$0.00	\$0.00	\$0.00	
Stamp duty	4%	\$358.17	\$0.00	\$358.17	
<b>UW levy</b>		<b>\$450.00</b>	<b>\$45.00</b>	<b>\$495.00</b>	
Broker fee	\$0.00	\$0.00	\$0.00	\$0.00	
<b>Total</b>		<b>\$8,948.34</b>	<b>\$859.02</b>	<b>\$9,807.36</b>	
Commission	22%	\$1,790.84	\$179.08	\$1,969.92	
<b>Net</b>		<b>\$7,157.50</b>	<b>\$679.94</b>	<b>\$7,837.44</b>	
Associate comm. (.NA)	0% C	\$0.00	\$0.00	\$0.00	

The values are then printed in the invoice you can print from Winbeat (GST on UW Levy is included in the GST field):

Base Premium	<b>UW Levy</b>	Fire Levy	<b>GST *</b>	Stamp Duty	GROSS PREMIUM	\$9,807.36	
\$8,140.17	\$450.00	\$0.00	\$859.02	\$358.17	Less:		
* Total of UW portion					\$679.94	and Intermediary portion:	\$179.08
					Comm ex GST	\$1,790.84	
					GST on Comm	\$179.08	
					<b>NET PREMIUM</b>	<b>\$7,837.44</b>	