



Policy Recommendation Criteria

When Nexus recommends placement of cover, we will adopt the following order of priority in ensuring we provide the optimum levels of cover for our clients. If, for whatever reason, particular criteria cannot be met, then this will be disclosed to you for consideration, along with our recommendation.

- 1. Insurer Security**
Insurers must have the financial strength to meet claims both in the short term and long term, particularly in the case of liability claims.
- 2. Quality Cover**
The cover provided by the policy wording must satisfy our client's requirements.
- 3. Insurer Service Standards**
The insurer must be able to provide efficient and accurate responses to all matters, particularly claims. The handling of claims should be the insurer's opportunity to showcase their service standards. A negative attitude to claims handling will quickly make any premium savings uneconomical.
- 4. Price**
In some cases three or four insurers will satisfy the first three requirements, which then leaves the final recommendation to most competitively priced.

Mark Patterson
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