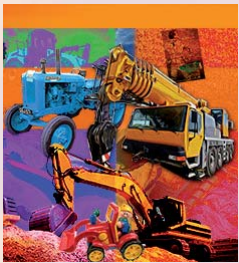


cover notes

The Newsletter of TFP Schemes February 2014 Issue 15



notice the difference



introduction of multi vehicle products

TFP Schemes have once again strengthened our Multi Vehicle policy offerings developing two new options:

- Special Types - up to 12 vehicles
- Truck - up to 5 vehicles (coming soon)

The Special Types policy provides cover for up to 12 vehicles and is ideally suited for plant operators, construction companies, warehouse facilities and other small to medium sized businesses.

The Multi Vehicle Special Types policy provides a much more flexible option for brokers and their clients providing a "fleet" solution for small businesses. The Multi Vehicle Truck product will provide a NCB rated policy for up to 5 trucks. More details to follow.



funeral home - now online at TFP Solo

The TFP Funeral Home policy is specifically designed for Funeral Directors providing a comprehensive range of property and liabilities cover, tailor-made for operations of all sizes.

Brokers can now access the product online via TFP Solo and obtain immediate quotations as well as all the other TFP Solo features.

TFP Funeral Home added benefits:

- All risks cover
- Deceased personal effects cover
- Automatic £150,000 business interruption cover
- Tailor-made contract underwritten by Aviva

visit our new website:
www.tfpschemes.co.uk



TFP Schemes wins "Marketing Initiative of the Year" at UK Broker awards ceremony and is recognised in two other categories



Paul Humphries proudly displays the award winning Trucker's World

TFP Schemes has built a reputation in the insurance sector which has seen the firm recognised by the industry on many occasions. However 2013 will be a hard one to beat as TFP Schemes won the Marketing Initiative of the Year award and was shortlisted in both the E-Broking Award and Broker of the Year Award.

These prestigious awards are open to FCA-registered UK general insurance intermediaries and appointed representatives, with entries judged by an independent panel of judges.

The ceremony attracts over 500 of the industry's leading figures to celebrate the achievements of the top insurance brokers and was held at the prestigious Brewery Conference Centre in London.

Marketing Initiative of the Year Award

After seeing off stiff competition the TFP Schemes "Truckers World" marketing campaign was awarded "Marketing Initiative of the Year" not just for the FREE Yorkie bars, but also for the humorous way it raised the profile of the TFP Truck product.

The results of the "Truckers World" campaign were exceptional with business written increasing by over 400%.

The E-broking Award

Developments on TFP Solo, our client management system, were also recognised as providing brokers with the very best IT support in the sector.

The major benefit of the TFP Solo upgrade which was a vital component in being recognised was the increased usability of the system allowing brokers to complete a quotation and application in just over 1 minute compared to 3 to 4 minutes previously.



"day driver policy" for the taxi market

Increasing our product range to provide brokers with the very best policy options in the hire vehicle insurance market has been an important aspect of our strategy. The TFP Schemes "Day Driver" policy an exclusive policy for taxi drivers who do not work at night has further strengthened our product proposition.

The "Day Driver" policy is another innovative concept which rewards those drivers who work only during the day. The policy excludes the driver from working after 21.00 hrs and before 03.59 hrs. Our analysis has highlighted that this sector of the taxi market deserves to be differentiated from drivers who work overnight.

The TFP Schemes "Day Driver" Taxi cover is unique in the UK and sees TFP Schemes lead the way in providing brokers with the very best products available in the niche motor market.

The "Day Driver" policy can be accessed via TFP SOLO providing online quotations and support through the term of the policy. If you are not currently registered, contact us today to obtain your TFP SOLO access.

TFP Schemes - Dynamic Pricing Structure (DPS)



Over the last 18 months we have invested heavily in developing a more scientific way to drive our pricing model which will help us to continue to build on our growth aspirations and help keep TFP Schemes at the forefront of the niche motor market.

2013 saw the introduction of our Dynamic Pricing Structure (DPS) which more accurately enables us to price our business.

This multiplicative application uses both public data and rating features to profile our customers and better understand the risks we are underwriting allowing us to price each individual risk more accurately.

What impact has DPS had on our business?

The introduction of DPS has ensured that we are even more competitive on the business that we want to secure and has helped us to better price risks we would previously have avoided possibly due to area, for example. As a result DPS has made TFP Schemes more competitive for many more of your clients.

How DPS works for you and your client.

All the information we use is in the public domain so you do not need to obtain permission from your client regarding a quotation, any searches we carry out will be the standard insurance searches and will not affect your client's credit history or credit rating.

With respect to your business, you need to ensure that all your staff are aware that we may now be competitive for risks we previously have not been, so they will need to run every quote through the TFP Solo system to make sure that they get the very best rate on every risk.

Should you need any further information or wish to discuss any of the above, please contact our customer services team.



AVIVA marketplace – 9 TFP Schemes products now available online

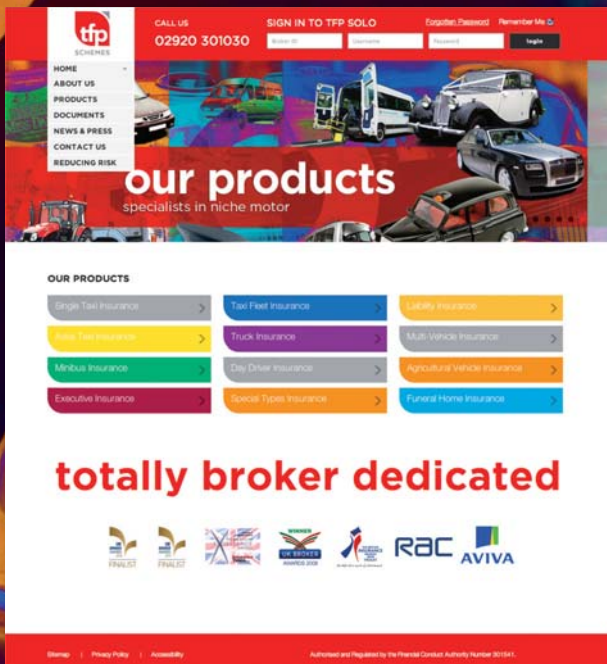
TFP Schemes continues to provide a range of products via a variety of distribution channels and in 2013 the firm made available 9 products through Aviva marketplace.

Aviva marketplace is a single portal that gives you access to a breadth of products from a range of specialist / niche providers in one place to save you searching for carriers.

Aviva Marketplace can be accessed at <http://broker.aviva.co.uk>

In addition to our involvement with Aviva marketplace, TFP Schemes is also the sole distributor of Aviva Taxi managing the new and existing policies from inception and through the lifetime of the policy.

All TFP Schemes policies are also underwritten by Aviva ensuring that you can be assured of the very highest standards of cover and ongoing support.



launch of our new website

Visit our new website at www.tfpschemes.co.uk with immediate access to TFP Solo for all your niche motor requirements.

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