

# fm frequency

[FREEMAN McMURRICK]

MAY 2007

Hello and welcome to our first edition of *FM Frequency*.

This e-newsletter is our way of keeping in touch and giving you updates each quarter on what's happening within Freeman McMurrick.

As you are no doubt aware, we conducted our first ever on-line client survey in March.

A significant number of you participated, giving us valuable feedback that allows us to improve the way we interact with you. So firstly, thank you for taking the time to respond to our survey and sharing with us your views on our services and products.

Our first issue of *FM Frequency* is a great opportunity to look at some of the survey results that stood out. It also allows us to demonstrate our commitment to what many of you describe as your preferred means of interacting with FM – through the web and via email.

## You rate us 'above average'

Around 62% of respondents rated FM above average when it comes to combining all policy classes into one speciality package. You also rate us extremely well for insurer security and technical expertise, and over 60% of respondents thought highly of our licensed clubs' package.

## You want to interact with us on-line

We found it very valuable to know that you want to interact with us and our products on-line more often and more easily.

You'll be pleased to know that our website is currently being redeveloped as part of our plan to introduce web-based solutions, while still keeping our Stall Insure site fully operational.

## Some of our products are new to you

You told us that there are some FM products you've had little or no exposure to and would like to know more about. We've addressed this need, and in each issue of *FM Frequency* on page 2, you will receive the latest product updates. This issue we focus on hotels, prestige motor vehicles and security companies.

## Our independence is crucial

You told us that our independence from Aon is of paramount importance to you. We hear you and we understand.

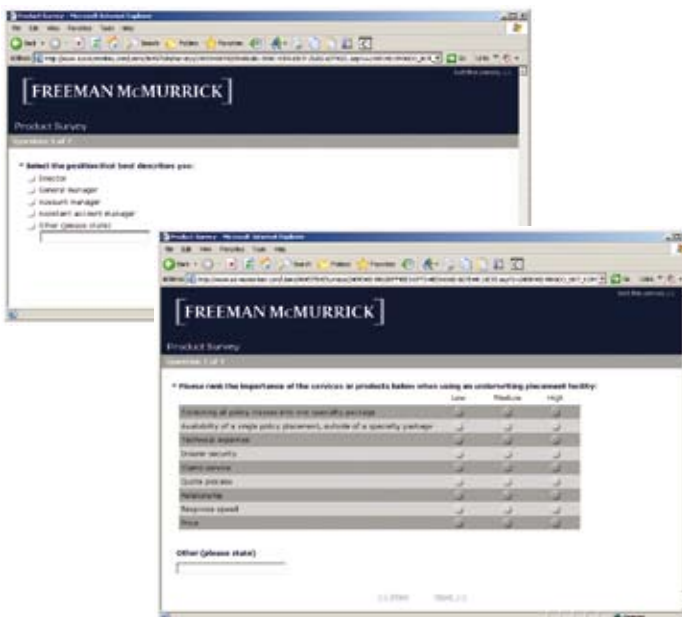
When Aon bought Freeman McMurrick, strict business rules were developed to ensure FM's full operational autonomy.

We want you to be fully aware and confident that FM completely maintains its independence from Aon, and runs its wholesale business independently of Aon retail operations.

Any business you place with FM cannot, and will not, be pursued by Aon.

Indeed, these business rules give our clients a unique competitive advantage.

If you have any concerns, please raise them with your contact at Freeman McMurrick or with Geoff Freeman.



# product updates

## SECURITY INDUSTRY LIABILITY

Available to all members of Australia's leading security association ASIAL (Australian Securities Industries Assoc. Ltd). We have an exclusive arrangement for ASIAL members.

### Broad cover for:

Static guards  
Barrier protection  
Crowd control (conditions apply)  
Private investigation  
Mobile patrols (with/without guns and dogs)  
Traffic/access control  
Close personal protection  
Alarm/security system monitoring, installation & maintenance

### Features/benefits:

Consistent insurer over a four year period.  
Tailored policy wording, including Errors and Omissions \$1,000,000.  
Cash in Transit cover available upon request.  
Loss of keys \$100,000. Goods in Care, Custody & Control \$100,000. Same day turnaround of all quotations.

### Products offered:

Industry specific public and products liability insurance.  
\$30,000,000 limit available.

### Insurer markets:

Exclusive market, Liberty International Underwriters – A rated. Fully authorised.

**Contact:** Crystal Chown on 03 9862 9122

## PRESTIGE MOTOR VEHICLE INSURANCE

### Features/benefits:

Agreed or Market Value Policy. One hour quotation turnaround.

### Types of cars insured:

Alfa Romeo  
Aston Martin  
Astra Convertible  
Audi  
Bentley  
BMW  
Citroen (Xantia, Xsara, C2, C3, C4 & C5)  
Daimler  
Ferrari  
Ford LTD  
Holden (Caprice, Statesman)  
Honda (Accord, Legend, Prelude)  
Hummer  
Jaguar  
Jeep (Cherokee, Grande)  
Landrover  
Lexus  
Maserati  
Mercedes Benz  
MG  
Mitsubishi (Pajero)  
Monaro  
Nissan (Maxima, 200SX, 300ZX, 350Z)  
Peugeot  
Porsche  
Range Rover  
Renault (Scenic, Laguna, Megane)  
Rolls Royce  
Rover (825 & 827)  
Saab  
Ssang yong  
Subaru  
Toyota (Landcruiser, Supra)  
Volkswagon (Passat, Beetle, Bora, Golf, Toureg)  
Volvo

### Some examples for your reference:

(inclusive of all charges, and 10% brokerage to you)

1988 Porsche Carrera 911	\$1,321
2006 Lexus 430 GS V8	\$960
2003 Maserati Cambiocorsa	\$1,444
2006 Bentley Flying Spur	\$3,373
1988 BMW 535i Executive	\$958
1987 Bentley Turbo R Saloon	\$676
2006 Subaru Liberty Blitzen	\$1,019
1997 Honda Integra	\$733
2001 Mercedes ML320	\$700
1998 Ferrari F355	\$1,530

### Insurer markets:

AIG (AA+ Standard & Poor's rating).

**Contact:** Raewynn Maxwell 03 9862 9129

## HOTELS

### Features/benefits:

Liability and Property. Terms supplied within 24 hours. Public liability \$20,000,000 limits available. Property binder to \$6,000,000 with referrals to higher limits. Broad policy wording.

### Insurer markets:

Liability (Lloyds A Rated, Fully authorised), Property (ACE Australia).

**Contact:** Raewynn Maxwell 03 9862 9129

## FM'S FULL RANGE OF PRODUCTS

Golf clubs  
Licensed clubs  
Shopping centre insurance  
Security industry facility  
Valuation services

### Contact:

**Crystal Chown 03 9862 9122**

Hotel insurance  
Short period liability insurance  
Prestige motor vehicle insurance  
Market liability insurance

### Contact:

**Raewynn Maxwell 03 9862 9129**

Stallholders' liability insurance

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