

Aviva BrokerNews

February 2025 edition

Welcome to the February 2025 Aviva Broker Newsletter

As we step further into 2025, we want to take a moment to thank you for your partnership and support throughout what was a fantastic 2024. Off the back of a strong year, we are excited for the opportunities ahead and look forward to working with you to build on our shared success.

In this edition, we have plenty of valuable updates for you. We are sharing more details on our Fast Trade One 4 All competition, giving you a sneak peek at our Q1 Fast Trade roadshow, and providing an important update from our Personal Lines team. Plus, we are highlighting the Aviva Schemes opportunity, designed to support brokers in delivering tailored solutions, and showcasing our Aviva Risk Management specialist partners, who can help your clients strengthen their business resilience.

We hope you find this newsletter insightful, and as always, if you have any questions or feedback, do not hesitate to reach out. Here's to another great year ahead!

Exciting News: Fast Trade Roadshow

Coming Soon!

Competitive quotations
Shop and Salon
Dedicated expert support

Contractors All Risks

Office and Surgery

Property Owners

Simple and quick online questions

Engineering Select

In-person system and product training available

Commercial online trading made easy

We are delighted to announce that we will be hitting the road for a Fast Trade roadshow! Our plan is to visit locations across the country, bringing you valuable insights on why Fast Trade is the go-to platform for brokers.

Stay tuned for dates, locations, and times. We will be sharing more details soon. We look forward to seeing you in person and delivering a presentation on how Fast Trade can support your business. Watch this space!

Fast Trade Broker Competition

Update

[Click here](#)

Aviva Fast Trade simplifies quoting, purchasing, and managing renewals with tailored products Shop, Salon, Office, Surgery, Contract Works, Property Owners and Engineering Select.

Congratulations to the December winner of the FastTrade Broker Competition, Claire Carroll from Howden insurance.

An additional reminder that each quote you obtain automatically enters you into our draw for a chance to win a €100 voucher.

This competition will continue to run through 2025. We will draw each monthly winner in the first few days of the month.

Winner



Subject to terms and conditions.

Personal Lines Team Update

It's been a busy and exciting start to 2025 for Aviva's Personal Lines team, with some really positive changes happening, particularly in the Private Motor space.

Effective from 1st February 2025 the following will apply:

- We will now quote for Named Driving Experience risks. This provides you, our brokers, with a new option for offering competitive quotes to this risk cohort.
- We have also updated our acceptance criteria around previous claims, whereby customers now only need to be 3 years claims free, compared to 5 years claims free previously.



We are very excited to be entering new areas of risk appetite in the Private Motor space and providing more competition for your customers.

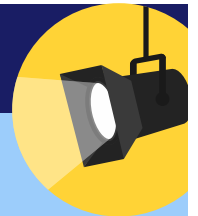
When it comes to Home insurance, we continue to be very focussed on making sure our mutual customers are sufficiently protected and have the right level of cover in place. The Aviva Home Insurance product is a best in class offering in the market. Aviva have an overall TNPS score of 51, which is +13 points better than the industry average.

Furthermore, last year, we introduced indexation on our renewal policies to help reduce the risk of underinsurance for customers.

Unfortunately, there continues to be customers who have insufficient Buildings Sums Insured values in place, so we want to work closely with you to bring awareness of this to those customers. We can provide you with data on customers who have not increased their Sums Insured in over 2 years, to help you identify your customers who might be most at risk of underinsurance. Just reach out to your BDM to request this – we're happy to help in any way we can to ensure our mutual customers are not at risk.

2025 promises to be an exciting year in Aviva. We look forward to collaborating with our Brokers to drive profitable growth for all!

Spotlight on Schemes



At Aviva, we understand that one size doesn't necessarily fit all. We support brokers to deliver tailored and innovative scheme solutions, and we are committed to providing the highest quality service.

We see a scheme as a mutually beneficial partnership and work collaboratively with brokers who are experts in their field and have an in-depth knowledge of a niche target market.

That's why when partnering with us on Schemes, Deals, Fast Trade Facilities or on Portfolio Transfers, you can leverage Aviva's size, heritage, expertise, and appetite to develop and grow your business so that it truly meets your expectations and your clients' needs.



Why Aviva

- Simple and accessible process.
- Launch within 12 weeks for a Fast Trade Facility.
- Marketing support.
- Risk management services .
- Claims expertise.
- Experience of bringing +30 schemes to market.

Want to learn more about Aviva schemes or have a niche scheme or opportunity you would like to talk to us about?

Please contact:

Catherine O'Toole,
National Schemes Manager
 at catherine.otoole@aviva.com
 or 086 0080944



Download a Scheme
 Enquiry Form [here](#)

Aviva Risk Management Specialist Partners

Underinsurance

Underinsurance remains a significant issue within both commercial and residential markets. Underinsurance occurs when an insurance policy does not provide sufficient coverage to fully address the financial consequences of a claim. Insufficient coverage can delay the recovery process, whether it's rebuilding a home or restoring a business.

Having incorrect building and property values declared as part of an insurance policy and subsequently suffering a loss, may result in a property being considered as under insured. If this is the case, then this may impact the time taken to rebuild a property, due to a claim not being settled in full and Average applying to a policy. As a result, accurate and up to date building evaluations and building values are critical.

Ensuring adequate coverage to guard against the risks of underinsurance is crucial. We recommend that formal valuations for buildings, plant, machinery, and contents are regularly undertaken.

Our Specialist Partner, Barrett Corp & Harrington (BCH), are experts in establishing building insurance valuations and offer preferential fees to Aviva customers. Recent statistics from BCH indicate that out of 91 reinstatement valuations conducted, 76% were found to be underinsured. Furthermore, the average recommended increase in sums insured was 69%.

BCH

The services provided by BCH include:

- **Benchmark Building Valuation Service:** Benchmark, the eValuation service is suitable for single buildings with a sum insured of €2 million for private homes or up to €7.5 million for commercial buildings.
- **Reinstatement Cost Assessment:** BCH will carry out a site-based reinstatement cost assessment where the building sum insured is greater than €7.5 million.

For further information about our Specialist Partner Network, please contact our Risk Management Team at armsireland@aviva.com



We Want to Hear From You!



At Aviva, we value our brokers insights and feedback. Your input helps us shape our communications and ensure we are providing the most relevant and useful information for you.

Is there a topic you would like to learn more about? Let us know! We are always open to including pieces that matter most to you.

If there is anything you would like to see featured in future newsletters, please reach out to Laura Fitzgerald at laura.fitzgerald@aviva.com

We appreciate your partnership and look forward to hearing from you!