



INSURANCE PROPOSAL

&

Company Profile

www.wwsi.com.au

www.pschorrell.com

EXECUTIVE SUMMARY

Worldwide Sports Insurance (WWSI) a business unit of PSC Horsell a registered insurance broker is involved in placing insurance for a diverse range of sports together with other Commercial products for many valued clients. Our brokerage is dedicated to the process of planning, organising, leading, and controlling risk exposures faced by our clients. We aim to minimise the adverse effects of losses and to set up the necessary Risk Management tools, which will enable continued growth and prosperity.

Worldwide Sports Insurance is one of the largest providers of Sports Insurance within the Broker market in Australia. We not only have a National operation but have international capabilities as a member of Wells Fargo Global Broker Network.

We have the ability to place any risks that are presented to us – if not in Australia, we have access to International Insurance Markets. With these capabilities you will appreciate that we will be able to be of assistance with your insurance requirements.

The aim of this submission or any following submission will be to assess existing risk exposures along with the impact of changes and expansion in business practices and to implement control systems, which will provide the framework for any or all insurance policies put in place.

We are a business unit of PSC Horsell Insurance Brokers Pty Ltd one of the largest privately owned insurance broking practices in Australia looking after the needs of in excess of \$10,000 customers Australia wide representing just about every industry you can imagine.

MARKETS

Worldwide Sports Insurance has offices in Melbourne, Sydney and Adelaide.

Our company deals predominantly in the sports industry and are currently involved with a number of large associations throughout Australia. Most of our sports accounts are underwritten by Sportscover Australia, who has been market leaders in the sports industry for over 15 years. We also have sports markets outside of Sportscover Australia should your risk not suit this insurer or you have a preference elsewhere. Non-sporting products that we offer are underwritten by APRA/ASIC approved underwriters. We also have access to the international markets for risks that are unable to be placed locally.

We are able to provide competitive premiums to small or the larger organisations and are confident that once all the relevant underwriting information is received, the terms that we are able to offer will represent the best available.

SERVICE

We pride ourselves in assisting our clients and potential clients with advice and generally with any insurance needs that they may have. We make ourselves available at any time to speak to individual clubs/associations on issues or concerns that they may have with regards to insurance related matters. These attendances may be at board or committee level, annual general meetings, training nights and on occasions, game day. Our staff are dedicated to meet client's needs and are always available to discuss issues on Risk Management, Risk Quantification, Risk Financing and all other insurance related programmes.

STRUCTURE

We have experienced personnel in each of our offices with Senior Management located In Melbourne, Sydney and Adelaide, together with assistants and support staff.

Refer to our website: www.wysi.com.au or www.pschorseil.com.au

STATEMENT OF CAPABILITIES

We have successfully arranged insurance programmes for many clients at Club, State and National levels.

Our experience in tailoring a programme for clients is extensive. We would be happy to refer you to some of our existing clients for confirmation of our capabilities.

We at Worldwide Sports Insurance pride ourselves on customer service at all times, and monitor all of our client's accounts.

POLICIES THAT ARE AVAILABLE

Policies that are available, and would be included in our submission if discussed and requested are:

PLAYER ACCIDENT

This provides cover for non-medicare medical expenses, ambulance, loss of income, capital benefits (death or permanent total disablement), temporary disablement, rehabilitation of sports injury, repatriation of an injured player.

We can tailor this product to suit your requirements and achieve the best possible premium result for you and your members.

PUBLIC LIABILITY

This policy covers the club or association if found to be negligent in their actions towards participants or the general public, and as a result causes personal injury or property damage. The policy is written in a broadform wording that is specifically tailored for sporting clubs, associations and individuals.

PROFESSIONAL INDEMNITY

This policy is designed to protect club representatives and officials (following negligent acts, errors and omissions) from actions against the organisation which may arise from breach of their professional duty.

DIRECTORS & OFFICERS INDEMNITY

Office bearers of an organisation, it's directors or committee members face greater risk in their capacity than ordinary members. They are at risk with a growing range of government acts and regulations, dealing with matters such as discrimination, health and safety, equal opportunity and employment practices.

Directors & Officers (Office Bearers or Association Liability) Indemnity can help protect committees in regard to these issues.

PROPERTY INSURANCE

Worldwide Sports Insurance has the capability to place Commercial Property Insurance for individual clubs and associations. Fire, Burglary, Glass, Money and all other commercial classes of insurance can be arranged.

CONTINGENCY LIABILITY

This product can cover a range of activities, such as prize indemnity, player bonus, cancellation / abandonment, half court basketball shots, promotional events and others. The range can be explained to you and you can also come up with your own activity that may be insurable.

SPONSORSHIP

Worldwide Sports Insurance are involved in a number of Sponsorship arrangements with some of our major Associations and this can be discussed and arranged to suit your requirements.

As previously mentioned in this proposal Worldwide Sports Insurance staff will provide a high level of service, advice and assistance.

We would work closely with staff to enable the smooth running of the insurance programme, and with ensuring sponsorship is effective for both parties

THE PROCESS

We will:

- Make an appointment to meet initially with senior members of staff and board members to obtain background information to assist us in preparing a detailed submission.
- Obtain details of the current insurance programme and assess what additional covers or changes to the existing insurances may be required and that we could recommend to the board and management team. What needs to be improved, taking into consideration costs, and also tailoring the covers to your sport or business activities.
- Assist in Risk Management, which includes Risk Identification, Risk Quantification, Risk Avoidance and Risk Control programmes.
- Assist with claims enquiries and liaise with the underwriters to ensure that there are no undue delays with this process.

The general plan of our brokerage is to provide efficient and quality service. This service includes having regular meetings with senior staff and attend meetings when required. To give presentations to the various clubs if requested. Attend Annual General meetings if invited and basically to keep you regularly updated on any changes that may occur.

Our particular focus is the keeping of records and the maintenance of effective systems, which allows useful data for current and future reference. Our brokerage will also keep abreast of changes in Legislation, which may influence your insurance policy requirements, and organise scheduled meetings to mutually inform you of developments.

"Having given consideration to our proposal we are sure that you will agree that Worldwide Sports Insurance will give your organisation or business a sporting chance"

Worldwide Sports Insurance contact details

SYDNEY OFFICE

Office Address

**Level 12 /189 Kent Street
Sydney NSW 2000**

**Telephone: +61 2 9247 1700
Fax: +61 2 9247 1733**

Key Personnel

Lorne Reay
Account Manager

Geoff McLeay
Broking Director Commercial Risks & Sports

Gavan Duffy
Broking Director Commercial Risks

MELBOURNE OFFICE

Office Address

**Level 1/390 St Kilda Road
Melbourne VIC 3004**

**Telephone: +61 3 9862 6500
Fax: +61 2 9867 6771**

Key Personnel

Nicole Sullivan
Assistant Manager

Andrew Harris
Assistant Account Manager

Joe Toscano
Account Manager

Terry Ristevski
Account Manager

ADELAIDE OFFICE

Office Address

**Level 8/115 Grenfell Street
Adelaide SA 5000**

**Telephone: +61 3 9862 6500
Fax: +61 2 9867 6771**

Key Personnel

Stephen Fahey
Director