

Solution Underwriting Agency – Product Fact Sheet



Who we are

Solution Underwriting Agency is a traditional underwriting agency servicing brokers Australia wide. We are independently owned and have a modern, edgy IT approach to our business and our market.

Since our launch almost 10 years ago, Solution Underwriting have successfully gained market share by understanding the dynamics and complexities of the SME sector in which we operate. Solution Underwriting manage various Lloyd’s of London binders and currently underwrite for Chubb Australia.

Product

Individual Personal Accident

24 hours/365 days a year, individual cover for personal accident and sickness where the insured person is injured or ill and cannot work. We also offer Outside Working Hours and Working Hours Only cover.

Target Market

- Sole operators
- Small businesses
- Refer to Occupation list (below)

Occupational classifications			
Class 1	Class 2	Class 3	Class 4
accountants	bakers	assembly line workers	bob cat/backhoe operators
architects	beauticians	bricklayers	boiler makers
auctioneers	bread vendors	builders (excl. labourers)	builders labourers
auditors	caterers	bus drivers (local)	bulldozer operators
bankers	chefs/cooks	butchers	bus drivers (interstate)
barristers	childcare workers	cabinet makers/joinery workers	cartage contractors (local/interstate)
bookkeepers	club hotel managers	carpenters	crane drivers/operators (interstate)
brokers	commercial travellers	carpet layers/floor tilers	earth moving contractors
chemists (excl. industrial)	engravers	couriers (local)	farage contractors
chiroprodists	florists (shop)	dairymen	fencing contractors
chiropractors	hairdressers	driving school instructors	fitters and turners
clerks	hardware merchants	dry cleaners	horse trainers (not jockeys)
commercial artists	health inspectors	electricians	labourers
computer programmers	jewellers (manufacturing)	engineers (excl. mining)	lathe operators
consultants	machinery agents and merchants	farmers and graziers	mining surveyors
dentists & dental mechanics	metallurgists	fish shop proprietors	monumental masons
draftspersons	milk bar proprietors (dairy stores)	fishmongers	riding schools
dressmakers (not working from home)	milk vendors	furniture manufacturers	road making contractors
editors	musical instrument - makers & repairers	garage proprietors	roof tilers

Occupational classifications			
Class 1	Class 2	Class 3	Class 4
financial advisors	pet shops and dealers	glaziers	roofers
i.t consultants	picture framers	greengrocers	shearers
jewellers (retail)	porters	gunsmiths	sheet metal workers
journalists	radiographers	gymnasium teachers	tradesmen's labourers and other occupations involving heavy manual or engineering work
librarians	restauranteurs (excl. chefs)	hotels/motels (other than managers)	tyre retreaders
medical practitioners	sales persons	iron steel merchants	welders
opticians	school teachers	landscape gardeners	window cleaners
photographers & photographic dealers	scientific instrument makers	market gardeners	auto electrician
physiotherapists	sports instructors	motor vehicle mechanics	concreter
psychologists	storepersons	nurserymen	fisherman
real estate agents	swimming pool attendants	nurses	viticultural consultant
solicitors	tailors	painters decorators and paper hangers	commercial painter
stock brokers	take away food shops	panel beaters	domestic painter
marketing	theatres	plasterers	vineyard worker
	veterinary surgeons (metro)	plumbers	domestic cleaner
	waiters	printers	roofing activity
	window dressers	radio and television technicians, repairers	cabinet maker
	wool buyers	refrigeration, washing machine repairers	garbage cleaner
		sign writers	personal trainer
		undertakers	truck driver (logging)
		upholsters	surveyor
		veterinary surgeons (country)	handyman

Please note this list is not exhaustive, please contact Solution if the client's occupation isn't listed.

What we keep away from

- Arborists
- Underground mining
- Riggers
- Professional Sports

Underwriting information required for a quote

- What benefits they require
e.g. \$50K lump sum benefit
\$1K Weekly benefits
- Age and DOB of the client
- What their Job is (what they do)
- Claims History (if any)
- Do they regularly participate in any high hazard hobbies e.g. Heli skiing, rodeo, game shooting?
- Note that white collar occupation minimum excess is 7 days & blue collar minimum excess is 14 days

Who to contact

Please send your submission to:
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