



MANAGEMENT LIABILITY GOLD PROFILE

What is It?

Available on the WebRater from March 2018, Management Liability Gold is DUAL's new Management Liability offering which has been designed specifically for micro SME's with less than \$5,000,000 turnover.

Despite the evolution of Management Liability in the last 10 years as a major uninsured exposure, and the increase in claims activity, it is still estimated that less than 15% of private companies purchase this cover.

Management Liability Gold aims to remove the barriers for SME's purchasing cover by providing the same policy wording as Management Liability Platinum, with reduced sub-limits, premiums and deductibles.

For larger businesses or those looking for broader cover or higher limits of indemnity, DUAL provides a Management Liability Platinum offering.

Who is Covered?

The Management Liability Gold offering is based on the same wording as the existing Management Liability Platinum offering with the same breadth of coverage except for certain reduced sub limits.

Please ask your Underwriter for a copy of our Management Liability Offering Comparison profile which provides a detailed comparison of the different coverages available under the two Management Liability offerings.

Why Management Liability Gold?

There are 2.1 million private companies in Australia, with 97% of these considered to be 'SME' companies employing less than 20 staff. A staggering 1.8 million businesses currently do not purchase Management Liability protection for their most valuable asset - their business.

In the last 12 months brokers have generated over 20,000 new business Management Liability indications through the WebRater. DUAL understand that the biggest impediment to their micro SME clients purchasing Management Liability is often the pricing of cover due to their clients having a limited insurance budget.

Client Profile

SME businesses with turnover up to \$5,000,000.

Limits of Indemnity available:

\$100,000- \$2,000,000.

Pricing:

Premiums starting at \$370 plus charges.