



COMMUNITY
BROKER
NETWORK

Strategic Partner Update

Steadfast Client Trading Platform

As highlighted at the recent round of Steadfast Town Halls, which we encourage all Principals and staff to attend, there have been several changes to the SCTP panel, including:

- AIG ceasing on the panel for PI effective 1st December, and Steadfast Direct effective 16th December
- Hollard are coming on to Steadfast Direct from December 16th
- Liability – Chubb & Miramar are auto rating from February
- Commercial Motor – Allianz are coming on effective December 2nd, with Hollard, QBE & Zurich to follow, Allied World will be ceasing in January 2020
- Allianz are now live on SCTP ISR

Also, a few things to consider:

- CGU have outlined 6 reasons for you to choose [CGU for SCTP Business Insurance](#).
- Are all your clients receiving the benefits of the exclusive Steadfast ISR wording only available on the SCTP?
- The SCTP ISR Wording has been developed to help brokers act in the best interests of their clients while streamlining the placement process.
- We encourage you to take advantage of the additional policy benefits which can only be transacted on the SCTP.
- Please refer to the attached SCTP Panel of insurers effective December 2019 [here](#).

Insurer Partner Quarterly Award Winner

Last year, CBN launched an Insurer recognition program to the network. The purpose of this program is to recognise and celebrate our insurer and industry partners who make a difference to our network

What do we nominate for?

- Consistent service
- Initiative
- Problem solving and solution driven
- Difference they make to the community

We encourage you to nominate any frontline staff for the 2nd quarter selection as soon as possible.

You can nominate any employee of an insurance provider from operations, underwriting, accounts or claims by writing a compelling nomination via the link below detailing how this individual has gone above and beyond.

Nominate now

We are thrilled to advise that **Keith Naimat** from Global Transport has been selected as our quarterly winner! Nominated by **Viktorija Faraj from Nsure General Insurance Advisors**. Thank you Viktorija for your successful nomination.

Check out this happy snap of David McKinnis CBN General Manager Strategic Partners congratulating Keith on his award.





HCI New Business Discretionary Discount Reminder

CBN brokers have access to Competitive Pricing and exclusive Discretionary New Business Discounts through Hci.

New Business Discretionary Discount on SCTP

The Discretionary Discount rate on all base premiums on the SCTP is a maximum of up to 5% without referral.

New Business Discretionary Discounts on Insurelink

The Discretionary Discount rate on all base premiums on Insurelink is a maximum of up to 10% without referral

The discount only applies to Base Premium, excluding statutory charges, Fire/Emergency Services Levy or other fees.

HCI Agency Fee Processing Reminder

HCI have an underwriting Agency fee that attaches to all policies. These fees must be processed and collected on both Insurelink and SCTP. Please refer to the attached instructions for ease of reference [here](#)

HCI Meet your new Key Account Manager – Matt Ennis

[Find out more about Matt Ennis here](#)

Chubb Cyber Launch on Sunrise

Chubb Cyber Enterprise Risk Management V2 is the only Cyber insurance policy available for brokers to transact via Sunrise Exchange. CBN and Chubb are in the process of finalising all ledger connections by the end of the first week of December, so stay tuned. Find out more about Chubb Cyber Launch [here](#).



Allianz CBN Personal Lines Scheme

Allianz are pleased to advise that they are continuing with our exclusive Personal Lines New Business scheme that is available to all Authorised Brokers of Community Broker Network.

The Offer:

- A 10% discretionary discount is available on Home and Landlords New Business and a 5% discretionary discount is available on Domestic Motor New Business.
- For more information, find out more [here](#).