

premier
guarantee®

INTRODUCERS



ABOUT PREMIER GUARANTEE

There are plenty of important decisions to make when first taking on a construction project; not least, which type of structural warranty is required.

Many of your clients may be going through this decision making process as we speak – what if you could help them choose a widely recognised provider whilst earning yourself some additional income? Sounds good?

You will also be pleased to hear that we do not charge anyone any extra for using brokers. Our dedicated broker systems has been set up to help the referral process work smoothly and efficiently.

The Premier Guarantee Introducer Network is a select group of companies who work alongside our team to provide house builders and homeowners with expert advice on selecting and purchasing structural warranties.

We work with a wide variety of company types, including:

Insurance Brokers	Independent Financial Advisors
Commercial Finance Brokers	Mortgage Specialists
Approved Inspectors	Estate Agents
Architects	Manufacturers
Project Management Companies	

HOW DOES THE REFERRAL PROCESS WORK?

Introducers work with Premier Guarantee in two different ways:

1. If you have a close working relationship with your client, and want to keep it that way, you can remain the sole point of contact for your client; completing the documentation on their behalf alongside your current processes. We will then work with you to make sure the application is dealt with quickly and effectively.
2. You can refer the client directly to Premier Guarantee and we will deal with their request, removing any need to add to your existing workload, whilst still earning any commission based on your referral.

COMMISSION RATES

ANNUAL GROSS PREMIUM	COMMISSION RATE
Under £100,000	10%
£100,001 to £500,000	12.5%
£500,001 to £1,000,000	15%
Over £1,000,000	17.5%

GROSS PREMIUM FOR PRIMARY INSURANCE POLICY I.E. EXCLUDING ANY EXCESS OF LOSS PREMIUM PAYABLE	COMMISSION RATE
Any Development with a Reconstruction Cost exceeding £25,000,000	7.5%

HOW PREMIER GUARANTEE CAN BENEFIT YOU

Advice on the best solution for your clients

Matching our most suitable products with your clients' specific needs.

Guidance throughout the application process

We have a team based throughout the UK and in our head office specifically working with introducers.

No hanging around

Indications of costs provided within 48 hours.

Service delivered to your doorstep

We can organise joint visits with you and your clients if required.

Get you and your staff up to speed

Training sessions can be provided as a 1 to 1 session or as a group, whichever is best suited to your company.

Smarter Marketing

All Premier Guarantee marketing material created for introducers can be dual branded, keeping your company front of mind with your clients.

No additional fees for your client

There are no extra or hidden charges for using our broker service. It's the same as if they came to us direct.

OUR SCHEMES

Residential Services

NEW HOMES/ REFURBISHMENTS & CONVERSIONS

Our New Home Warranty has been designed for house builders building new residential developments or refurbishing and converting existing buildings for residential purposes. Cover is available for mixed-use developments and includes cover for developer insolvency (subject to status) and alternative accommodation.

SOCIAL HOUSING WARRANTY

Our Social Housing Warranty provides Housing Associations with up to 12 years cover on new build developments and conversions. Additional cover is available for loss of rent and our right-to-acquire cover extension means cover on the housing units can be extended to 15 years warranty cover at no additional cost.

COMPLETED HOUSING

Our Completed Housing scheme can provide cover for properties which have been built without the benefit of a warranty in place (subject to scheme criteria). Premier Guarantee for Completed Housing provides cover up to the balance of 10 years – so for example, if your property is three years old, you would receive seven years of cover.

SELF BUILD

Our Self Build Warranty has been designed for individuals building their own homes. Contractors who are working on Self Build developments can also apply for this cover on behalf of their clients. Unlike Architect's Certificate, Structural Warranties are insurance policies which provide cover in the event of damage caused by a defect in the property.

The property must be lived in for a minimum of one year following completion otherwise, please apply for our New Home Warranty.

SIMPLE COMPLETION

Premier Guarantee Simple Completion has been set up for any company or individual who is selling completed or partially completed homes which they have acquired through developer insolvency. Simple Completion provides new site owners with the cover they require to meet the criteria of mortgage lenders, allowing them to sell their properties on the private market.

Commercial Services

COMMERCIAL BUILDINGS WARRANTY

Our Commercial Buildings Warranty has been designed for developers working on commercial projects and mixed-use developments. Our policy includes optional cover for loss of rent and business interruption and provides insurance-backed protection not offered through Collateral Warranties.

Some of the benefits of our Commercial Buildings Warranty can be seen here in our comparison table:

USING COLLATERAL WARRANTIES AS STANDALONE COVER FOR COMMERCIAL BUILDINGS	INCLUDING A COMMERCIAL BUILDINGS WARRANTY AS COVER FOR COMMERCIAL BUILDINGS
Often obtained as a matter of course from parties responsible for the main construction packages within a project leading to numerous documents being drafted and negotiated	Standard policy and the document insures the building rather than each contractor separately
Costly legal advice and time to draw up each collateral warranty	Standard policy set-up for insured parties to use immediately
Assignment not always included	Fully assignable to future parties
Contracts (Rights of Third Parties) Act 1999 (as in force 2000) is able to replace	Commercial warranty can still operate alongside the act
Can be ambiguous and confusing	Clearly states what is covered
Beneficiary still has to go through courts	1st party insurance policy – minimises need for policyholder to litigate
If a party in the collateral warranty goes into insolvency, there will be no recovery under the collateral warranty	1st Party policy and so cover is for 10/12 years regardless
On-going adequate Professional Indemnity (PI) levels need to be maintained and reviewed	Insurance backed policy so maintaining PI not an issue

Other Services

HIGH VALUE SCHEME

As the size of development projects continue to increase, so does the requirement for higher limit structural insurance which can be difficult to obtain and subject to continuous structure limits. Premier Guarantee does not restrict to a £25million limit and can look at development of all sizes.

Premier Guarantee's specialist high value scheme offering residential, commercial and social housing cover for large single blocks or large scale projects is backed up with all the benefits associated with our standard warranty cover.

PRIVATE RENTAL / BUILD TO RENT

The long term investment of Private Rental Sector (PRS) developments makes it one of the most important investments for you to protect.

The PRS scheme provides the latent defect / warranty backing required by funders and institutional investors in purpose-built private rental schemes. Such investments are expected to be built to the correct standards and properly indemnified should structural defects occur.

Our Structural Warranties provide our customers with a range of benefits including:

- Competitive premiums and interest free payment terms
- Market leading policy coverage backed by 'A' rated insurers
- Optional extensions of cover provided to add extra level of cover
- Free technical support
- Cover often available once construction has started

BUILDING CONTROL SERVICES (ONLY AVAILABLE IN ENGLAND & WALES)

Our residential and commercial Building Control services have been designed to work in synergy with our Structural Warranty services, providing you with a streamlined, efficient service on site. We will support you from early design stages in offering guidance for complying with Building Regulations and minimising risks from inception.

Our Building Control customers all receive:

- National coverage from our network of surveyors
- Consistent approach to Building Regulations
- Competitive rates
- Free technical advice and support

WARRANTY OVERVIEW

	NEW HOME WARRANTY	SOCIAL HOUSING WARRANTY	COMMERCIAL WARRANTY	COMPLETED HOUSING	BUILD-TO-RENT / PRIVATE RENTAL
COVER PERIOD	10 years	10 or 12 years	10 or 12 years ** 10 years for High Value Scheme 12 years available if contract under seal	The balance of 10 from the date of building control approved, or occupation whichever is earlier	10 or 12 years
DEFECTS INSURANCE PERIOD (Responsibility of Builder/Developer)	2 years	1 year	0 years		1 year depending on cover
STRUCTURAL INSURANCE PERIOD (Responsibility of Insurer)	8 years	9 or 11 years (9 years for High Value Scheme)	10 or 12 years (10 years for High Value Scheme)		9 or 11 years depending on cover
FINANCIAL LIMITS	<p>Single Unit New Build £1,000,000</p> <p>Single Unit Conversion £500,000</p> <p>Continuous Structure New Build £25,000,000</p> <p>Continuous Structure Conversion £5,000,000</p> <p>Higher limits are available upon request</p>	<p>Single Unit New Build £500,000</p> <p>Single Unit Conversion £250,000</p> <p>Continuous Structure New Build £25,000,000</p> <p>Continuous Structure Conversion £5,000,000</p> <p>Higher limits are available on request</p>	£10,000,000 ***	<p>Single Unit New Build £750,000</p> <p>Single Unit Conversion £350,000</p> <p>Continuous Structure Limit (Single Structure) £1,250,000</p>	<p>Single Unit New Build £1,000,000</p> <p>Single Unit Conversion £500,000</p> <p>Continuous Structure New Build £25,000,000</p> <p>Continuous Structure Conversion £5,000,000</p> <p>Higher limits are available on request</p>
EXCESS	<p>During Defects Insurance Period £100</p> <p>During Structural Insurance Period £1,000 (for High Value Schemes this is £1,500)</p>	<p>During Defects Insurance Period £100</p> <p>During Structural Insurance Period £1,000 (for High Value Schemes this is £1,500)</p>	Variable, subject to sum insured	£1,250	<p>During Defects Insurance Period £100</p> <p>During Structural Insurance Period £1,000 (for High Value Schemes this is £1,500)</p>
COVER INCLUDES	<p>Cover for contaminated land</p> <p>Cover for Building Control function*</p> <p>Alternative accommodation</p> <p>Additional costs</p> <p>Professional fees</p> <p>Removal of debris</p>	<p>“Right-to-acquire” warranty extension</p> <p>Cover for contaminated land</p> <p>Cover for Building Control function*</p> <p>Alternative accommodation</p> <p>Additional costs</p> <p>Professional fees</p> <p>Removal of debris</p>	<p>Cover for Building Control function*</p> <p>Cover for ingress of water**</p> <p>Cover for contaminated land</p> <p>Professional fees</p> <p>Additional costs</p> <p>Removal of debris</p> <p>Architect Waiver of Subrogation Rights for RIBA or CIAT members</p>	<p>Alternative accommodation</p> <p>Additional cost</p> <p>Professional fees</p> <p>Removal of debris</p>	<p>Alternative accommodation</p> <p>Additional cost</p> <p>Professional fees</p> <p>Removal of debris</p> <p>Cover for contaminated land</p> <p>Cover for Approved Inspector Building Control Function</p>
OPTIONAL EXTENSIONS		<p>Loss of rental income</p> <p>Insolvency of builder</p>	<p>Seepage</p> <p>Loss of rent receivable</p> <p>Loss of rent payable</p> <p>Business interruption</p>		<p>Loss of rental income</p> <p>Insolvency of builder</p>

* Cover only available if an Approved Inspector is used on your development.

** Waterproof envelope is covered in years 2 to 10 or 12.

*** Larger developments can be considered on a referral basis.

CONTACT US

We make working with Premier Guarantee as straightforward as possible. If you think your client base would be interested in our products, and you would like to join our introducer network, contact our team to make the first step.

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