

# Professional excellence

Tailored insurance solutions for  
associations and their members



# Is your association providing value and relevance to your members?

Associations exist to enrich the lives and businesses of their members. Those that aren't able to match member expectations in terms of services, advocacy and benefits can easily find themselves losing the battle to remain relevant.

One of the most valuable benefits any association can offer is an insurance program that protects members' livelihoods and weighs in at a competitive price. If associations can deliver an industry-specific insurance solution that saves their members money, they're going a long way to proving relevance and value.

Fortunately that's precisely what Arthur J. Gallagher's Professional Associations team can help associations achieve. We've developed tailored insurance programs for dozens of associations, both large and small. In many cases, members are able to save hundreds or even thousands of dollars per year on a product they need anyway – completely off-setting their cost of membership.

Whichever you look at it, that's great value for them and it's great for you. And if you'd like to find out more, we're standing by to assist.

## Arthur J. Gallagher – *the* association insurance experts

Many insurance brokers claim to be association insurance experts. At Arthur J. Gallagher, we really mean it. We value the vital contribution associations make to communities and society. As a result, working with associations to maximise their potential is fundamental to our business. We're the broker of choice for more than 200 associations across Australia, providing our products and services to more than 100,000 individual members.

**Why does this matter?** It provides us with a unique perspective on the work associations perform, and enables us to develop a deep understanding of a wide range of business sectors. This, in turn, gives us genuine expertise in crafting tailored insurance solutions that best meet the needs of associations and their members.

Arthur J. Gallagher is one of the world's largest insurance broking and risk management companies. Globally, we have more than 20,000 employees in 33 countries. But we're also locally focussed, with 34 regional and metropolitan branches across Australia. Our scale means that we're able to harness the strength of relationships with leading national and international insurers to negotiate better deals and more tailored covers on behalf of our clients. Our local focus, meanwhile, provides us with insight into local business communities – enabling us to provide the right advice and personalised service for our clients wherever they operate.





## Essential insurance solutions for associations and members

Our core products for association members are combined professional indemnity and public liability (PI/PL) policies. We work with associations and insurance underwriters to tailor PI/PL policies specifically for the needs of particular professions, which we're then able to offer to members at extremely competitive rates – far beyond the prices members would be able to find if purchasing comparable cover themselves directly.

Beyond PI/PL, we also offer a full range of business insurance solutions for members and the associations themselves, including:

- Business and office packages
- Cyber protection
- Management liability
- Association liability
- Event cancellation
- Corporate and personal travel
- Workers compensation
- Personal accident
- Home, contents and motor vehicle

With our close relationships with leading national and international insurers, we're able to access market-leading products and negotiate competitive premiums.

## Additional value-add services available

Arthur J. Gallagher's Professional Associations team aims to offer value beyond insurance to our association partners. You can also look to us for:

- Risk management advice
- Thought leadership articles and relevant content for your publications and online communications platforms
- Attendance at and presenters for conferences, webinars and member events
- Dedicated relationship management services
- Dedicated claims services
- Premium instalment payment options
- Professional member benefits packages available to associations through our Access1st online portal **at no cost to associations** – service set to relaunch in early 2017

**“Arthur J. Gallagher is the broker of choice for more than 200 associations across Australia, protecting the livelihood of more than 100,000 individual members.”**



## Why we choose Arthur J. Gallagher



"We thoroughly endorse Arthur J. Gallagher Professional Associations as a benefit provider, and have the highest regard for the service they provide to our members – which has resulted in nearly 80% of our members taking up their insurance product. We also appreciate that they simplified the whole insurance application process to fast track members being covered."

**Kerry Brocks, CEO and Founder, Institute of Learning Professionals**



"We've been dealing with the Arthur J. Gallagher's Professional Associations team for years and we've been very happy with their service and products. They were a bit of a pioneer in that they were prepared to go to market and tailor a facility that accommodates the risks our members are involved in, as well as negotiate good rates. It's a facility that still meets members' needs, who constantly tell me that it has saved them lots of money."

**Alan Harries, CEO, Institute of Mercantile Agents**



"As a small business owner, I very carefully monitor all out-goings – including insurance. I'd heard that AGDA members could receive discounted insurance through AJG Professional Associations, and that's what got me to join AGDA in the first place. I saved hundreds of dollars on my insurance, which completely off-set the membership fee. It was a great deal, and a real incentive to join the association."

**Matt Hermitage, Creative Director, thirdegree Brand Agency**  
**Member of: Australian Graphic Design Association (AGDA)**



"When I established a new firm, I had lots of questions from running as a sole trader, to outsourcing work as I grew. My broker at AJG Professional Associations was able to adapt my policy as my business grew, and was able to explain things simply and put my mind at ease. AJG has been there every step of the way through my growth journey. The price worked for me, and the service has been fantastic."

**Nadine McGrath, Principal, McGrath Marketing & Media**  
**Member of: Public Relations Institute of Australia (PRIA)**



## Find out more

For information about how we can help your association provide tailored insurance solutions to your members, contact John Apter from our Professional Associations team today.

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