

Santander Additions

General Insurance made easy

Santander Additions gives you more opportunities to cross sell General Insurance and add value for your clients. We'd like to explain what Santander Additions is, the benefits to you and your client.

The products available from Santander Additions range includes:

- Santander Bedroom Plus Insurance
- Santander Landlords Insurance
- Santander New Build Insurance
- Santander Mortgage Payment Protection Insurance

Santander Additions online solution

The Santander Additions online system replaces the existing desktop version and gives you enhancements including:

- increased Bedroom Plus renewal commission – now 20%;
- faster and easier quoting;
- automatic regulatory updates – ensuring future ICOB compliance;
- up-to-date rates and fewer referrals; and
- longer quote validity – now 90 days.

Registering for Santander Additions software

To register you will need to complete a short online application form.

- go to www.abbeyforintermediaries.com;
- click on General Insurance and then select Santander Additions Home Insurance;
- select the option to register for Santander Additions; and
- follow the on-screen instructions.

Note 1: Only Bedroom Plus policies written on Santander Additions online system get the increased renewal commission. Policies written on the Santander Additions desktop system will receive 15% renewal commission.

Positively rewarding

Competitive products, rapid responses, great commission – We want selling our products to be more than worth your while.

Great commission

We offer attractive commission for both buildings and contents insurance and mortgage payment protection insurance.

Up-front commission

A percentage of the annualised premium (excluding IPT) paid on collection of the 2nd full months premium

Renewal commission

A percentage of the annualised renewal premium (excluding IPT) paid monthly, every year the policy is renewed.

Commission terms at a glance

Product name	Year 1	Years 2+
Santander Bedroom Plus	25%	20% (see note 1)
Santander Landlords	20%	20%
Santander New Build	25%	15%
Santander Additions MPPI	27.5%	27.5%

Clawback

If your client cancels their insurance in the first year we will claw back commission on a pro rata basis, e.g. if cancelled in month four, then eight months commission will be clawed back and offset against commission due to be paid on the 1st of the following month.

Monthly commission will cease from the date of the policy lapsed or cancelled, and any subsequent payments will be recovered.



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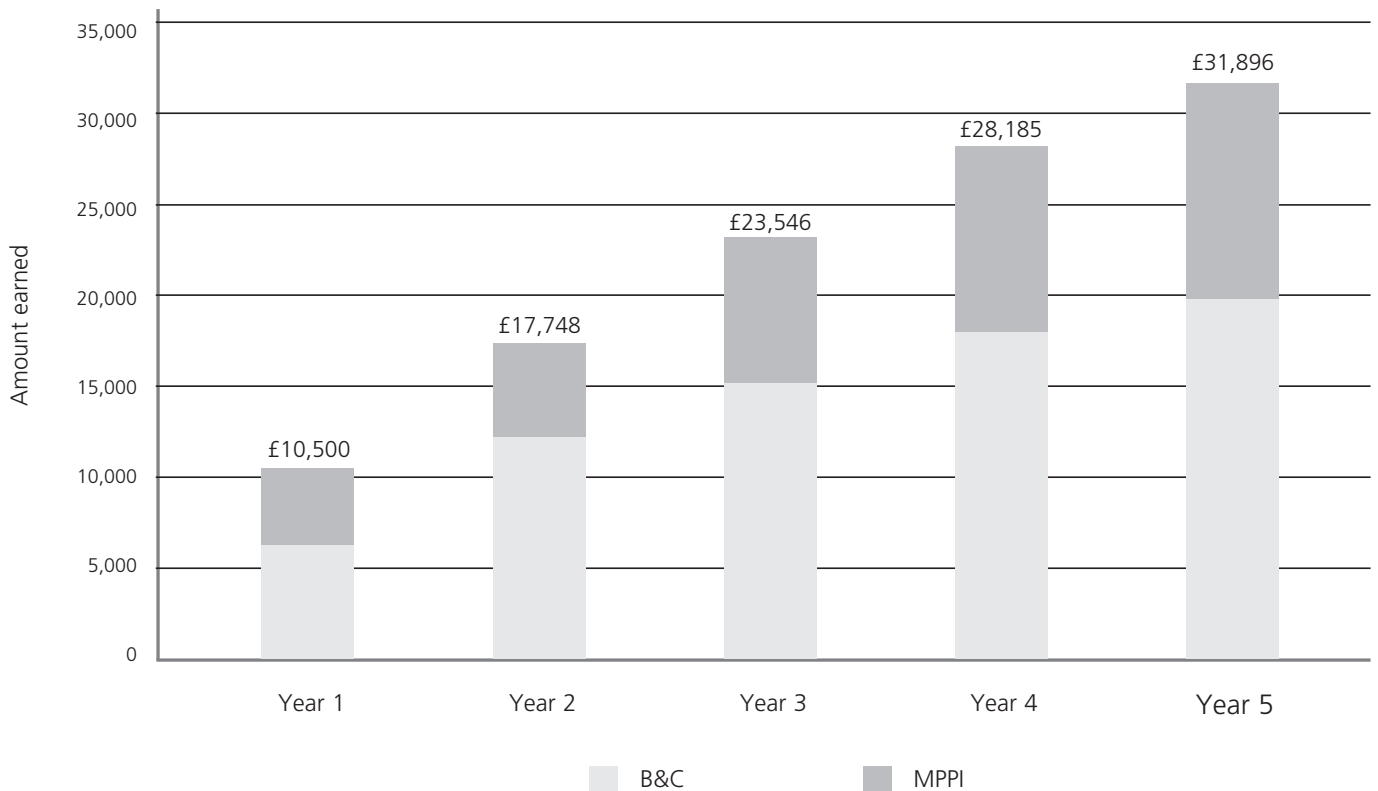
Click Your Way to Higher Earnings

An easy life and happy customers are great, but of course you want to see your bank balance rise simultaneously.

If you sell just two Additions Buildings and Contents policies and one Additions MPPI per week, you'll have earned £10,500 (see note 2) in the first year, keep that rate going and your potential annual income in year three could be as much as £23,546 and as much as £31,896 by year five (see note 2).

**First Year potential earnings
£10,500 (see note 2)**

**Total potential earnings over 5 Years
£111,875 (see note 2)**



Note 2: Assuming average Additions Buildings & Contents premium of £30 per month and MPPI of £25 per month, sold for 40 weeks of the year and 80% policy renewal.

Additions

A range of great products from Santander

Providing you with the perfect cross sell opportunity, Additions products have been designed to suit your clients' specific needs.

	Santander New Build Insurance	Santander Bedroom Plus Insurance	Santander Landlords Insurance
Buildings			
Lower - Upper cover limit	£50,000 - £700,000 (see note 3)	up to £500,000(see note 3)	£50,000 - £700,000 (see note 3)
All standard perils covered	YES	YES	YES
Accidental Damage	FULL	BASIC (option to upgrade to FULL)	FULL
Excesses available	£60/£100/£250/£500	£60/£100	£100/£250/£500
Subsidence excess	£1,000	£1,000	£1,000
Tracing and access	£5,000	£5,000	NO
Unoccupancy terms	60 days	60 days	60 days up to 90 days on referral
Loss of rent/alt. accom.	20% of SI (up to 24 months)	20% of SI	20% of SI (up to 24 months)
Legal liability	£2 million	£2 million	£2 million
Contents			
Lower - Upper cover limit	£15,000 - £125,000 (see note 3)	Up to £55,000	7.5% of Buildings SI (see note 5)
New for old cover	YES	YES	YES
Accidental Damage	FULL	BASIC (option to upgrade to FULL)	NO
Away from home cover	WORLDWIDE	Option to add £2,000 (item limit £1,500)	NO
Valuables cover	30% of SI (£1,500 item limit for unspecified items)	1-2 Bedrooms £8,000 (in the home) 3 Bedrooms £10,000 (in the home) 4 Bedrooms £12,500 (in the home) (Item limit £2,000)	NO
Religious Festivals gifts uplift	£3,000	£3,000	NO
Wedding gifts uplift	£3,000	£3,000	NO
Theft of money	£750	£500 but can be increased up to £750 (if Personal Possessions option is selected)	NO
Freezer contents	£1,000	£1,000	NO
Cycles	£750 per cycle (see note 4)	£500 per cycle	NO
Property left in open	£1,000	£1,000	NO
Outbuilding contents	£2,500	£2,500	NO
Office equipment in the home	£5,000 or 10% of SI (£1,500 single article limit)	£5,000	NO
Replacement locks	Up to SI	Up to SI	NO
Cover for child at University	£5,000	£5,000 (item limit £1,500)	NO
Theft from unattended vehicles	£1,000	£1,000	NO
Discounts			
Brand new home	YES	NO	NO
First time buyer	NO	YES	NO
No claims discount	Up to 5+ years	Up to 5+ years	NO
Security and Neighbourhood Watch	YES	YES	NO
Age of property	YES	YES	YES
Age of owner	YES	YES	NO
Combined policies (B & C)	YES	YES	NO
Added value options			
Santander Mortgage Payment Protection Insurance	YES	YES	NO

Note 3: Higher sums insured are available through referral to the policy administrator

Note 4: Higher sums insured for cycles are available through referral to the policy administrator

Note 5: For specified items detailed in the policy wording



Call us on 0870 600 0367*



www.abbeyforintermediaries.com

Santander mortgage payment protection insurance

In an uncertain housing market and a volatile economy, the value of mortgage payment protection insurance is clear. To help your clients, we have developed an innovative policy that is easy to understand, cost effective, offers a wide range of features and is tailored to individual needs.

Flexibility, Individuality and Affordability

Accident, Sickness & Unemployment Cover

If clients are unable to work through no fault of their own as a result of an accident, sickness or unemployment, our policy pays out a cash benefit to help meet the cost of mortgage repayments – clients can choose either full Accident, Sickness & Unemployment cover or Accident & Sickness cover only.

Back-to-day-one cover or 30-day excess

Clients can choose between cover that begins after 30 days without working or one in which benefit is backdated to the first day they were unable to work – or combine a mixture of these types of cover across different elements of the policy.

Re-mortgaging or moving house

Cover can be transferred every time your client re-mortgages or moves property with the ability to change the level of benefit.

Flexible benefit levels

Clients choose their benefit level up to a maximum of 150% of their mortgage costs or £1,650, whichever is lesser, as long as it isn't more than 60% of their gross earned income.

Age-rated pricing

Your clients pay according to individual risk and won't be subsidising other age categories. Prices for clients are based on age at inception throughout the term of the policy.

Self-employed cover

Provided your clients meet our standard eligibility criteria, our MPPI provides full cover.

New carer cover

An important consideration for many, MPPI pays benefit for up to 12 months if your client needs to give up work.

Back to Work support service

Should one of your clients be made redundant or have an accident, this scheme is designed to help get your clients working again as soon as possible.

Back and stress claims

All we need is confirmation of the condition by your client's GP. We won't limit the benefit payments or need confirmation by a surgeon/specialist before we agree to start paying your benefit.

We are able to provide literature in alternative formats. The formats available are: large print, Braille, audio tape and PC disk. If you would like to register to receive correspondence in an alternative format please give us a call and ask for a 'Preferred Communication Request' form.

*Daytime calls cost 8 pence plus up to 6 pence per minute for a BT Calling Plan, Mon-Fri. Mobile and other providers' charges may vary.

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