

Certainty of cover. It should be the least your clients can expect when they choose to protect their business.

But, with the high level of underinsurance in UK businesses, that certainty of sufficient protection isn't always there.

In fact, based on our experience, around two thirds of businesses have inadequate business interruption cover. Cover that wouldn't give them the time and money for their business to ever fully recover, putting at risk the dividends and lifestyles of the directors and employees.

That's why we've introduced the BI Calculator that helps you insure clients for the right sum – and importantly – the right time period. What's more, an additional 12 months indemnity period, free of charge, guarding against any unexpected delays and giving them 100% confidence in their cover.

Let's take a tour of how the calculator can help:

Once you have logged into Aviva Broker you can find the calculator through the Services menu on the homepage. Once launched, you'll find yourself on the 'Select your calculator' screen. Here you can choose between the types of BI cover specifications available. The specification you pick depends on the sector you're covering. If you and your client are ready to go through the calculator, hit enter on the type of policy you need.

Step 1 covers the core details of your client's cover. Throughout the calculator, you'll notice that, as you click on each field, explanatory notes appear on the right, offering guidance and further details.

The calculator asks your client to suggest an estimate of how long they would expect their business to take to fully recover from a major interruption incident. This question launches a pop-up box that must be completed, asking why they think this, pushing them to consider any factors that play into this decision. For example, specialist equipment that would need time to source, build, ship and install.

We find most clients tend to vastly underestimate their recovery time.

As you go through the calculator with your client, the questions will bring into focus some of the challenges they may not have taken the time to fully consider, such as building restrictions and requirements, customer base and business seasonality.

At the end of this section you'll be able to click on 'calculate' to give your client a recommended indemnity period, based on their circumstances. If you're happy with the recommendation click 'apply indemnity period'

Now that we've established the indemnity period required, Step 2 of the calculator covers your client's financial details to identify the amount of cover needed. These financial details should be taken from the client's last report and accounts.

This section gives you the chance to mention any uninsured working expenses you want to exclude from the quote. If you'd like more help with uninsured working expenses you can find a guide on Aviva Broker.

Having established the historical finances of the business, **Step 3** looks to the future. Most businesses expect a certain amount of turnover increase year-on-year, so these questions ask your client to estimate their annual growth since the financial statement they're using, during the 12-month period being insured and the annual growth expected during the indemnity period.

Step 4 looks at any additional protection your client might need, giving you an opportunity to discuss the more common extensions of cover, and our underwriters a comprehensive overview of the client's requirements.

And that's pretty much it. 'Show results' will produce your business interruption recommendation, displaying the indemnity period and insured profit, as well as summarising any additional covers.

If you spot anything you'd like to change, clicking on the results shown in blue allows you to return to the relevant page and update your output.

Once you're happy, you can download or email a PDF of the results to send to your client. Please ensure you have downloaded or emailed the output as once you leave this page, you can't go back.

This PDF provides a full record for you and Aviva of the information on which the recommendation has been based, helping with your fair presentation of risk requirement.

You'll also need to supply this document to Aviva underwriters to ensure your client gets their enhanced cover which includes: an additional 12 months indemnity period with a proportionate increase in sum insured, free of charge.

We'll also remove rule of average and, if the policy is declaration-linked, we'll enhance this to provide up to 150% of the sum insured to cater for any unforeseen positive business trends. All at no extra cost.

What's important to help clients understand is that, without the right indemnity period, they're going to struggle to fully recover.

But with Aviva's 'over and above' approach to protection, your clients know they can count on us if they have a claim.

Remove uncertainty from your clients' future. Try the Business Interruption calculator today.