

Business Placement with Aviva

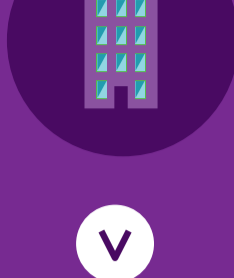


You've got a risk to place and you're considering who to place it with. Whether you're new to a business or just need a refresher, here's a handy guide on what we do and where to find it.

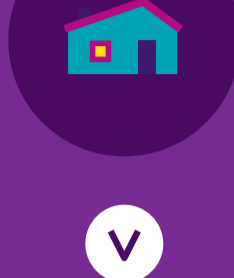
We think you'll be surprised at the breadth of what's available all under one roof with Aviva.

Also [click here](#) for 'I didn't know you did that...' at the bottom of the page.

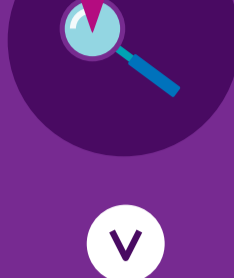
Commercial lines



Personal lines



Niche



Schemes



Commercial Lines

Small

The majority of risks for your SMEs can be placed on our etrade platform **Fast Trade**. Fast Trade is regularly voted as the best etrading portal in the Insurance Age Sentiment Survey. There you'll find 14 comprehensive products that you can easily self-serve. Take a look - we might cover more than you think.

Accessed via the Aviva Broker website [here](#).

Medium

This business can be traded in a variety of ways, be it online or over the phone, via our underwriters, in our offices or yours.

Got a product or trade sector in mind? Head to our **Commercial Product Finder** on Aviva Broker to find what you need.

Well-managed risks may be eligible for our Aviva Premier proposition which comes with additional trading, claims and risk management benefits. Premiums for **Aviva Premier** range between £10,000 – £100,000+.

Large

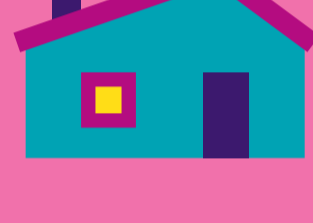
We have a whole division of our business dedicated to corporate risks where turnover is typically in excess of £100m.

We have a key trading team with Lloyds presence in London complemented by regional contacts too.

Speciality Lines

Speciality Lines includes Marine, Commercial Crime, Surety, Computers and Group Personal Accident risks. We have specialist knowledge available to help you place this business with dedicated Specialist Lines sales managers available to assist your usual regional teams.

Personal Lines



Software House Solutions

We were the first insurer to launch pricing sophistication and data enrichment with **software houses** and **online** through our underwriters, and we're challenging ourselves to keep improving. We've also launched a new Multi-Vehicle proposition so you can offer discounts to additional policyholders at the same address. **Ask us about our competitive home consolidation terms.**

Aviva Private Clients

We've raised our game in high net worth with the launch of **Aviva Private Clients** – a division of our business that aims to focus on those customers with the type of lifestyles and/or assets that require a specialist insurance product. You can expect the highest quality flexible cover and service, along with access to industry-respected suppliers.

Personal Speciality Lines

For those more niche lines of personal insurance, take a look at **Marketplace**.

We've teamed up with respected expert brokers suppliers to offer products like short term car insurance and policies for touring caravans.

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Niche

“ If it's hard to place, go to Marketplace ”

Marketplace is Aviva's business placement facility for those harder to place risks. It offers a wide range of trusted specialist solutions from expert providers all under one roof to save you time and hassle.

All products are underwritten by us, giving you complete peace of mind in the quality of service. From self-build and special types, to motor trade and truck, there's a lot to offer here.



Schemes

A **Scheme** is a **bespoke product solution** created with us and managed on our behalf by you, the broker.



Schemes can be designed to suit your area of expertise and specialism.

We understand the benefits that a long term, stable Scheme or Delegated Authority arrangement can bring to you and your clients. We have an excellent pedigree for working with brokers to develop Schemes over many years and crucially we have the infrastructure to support you in ensuring they're well governed in today's pressured compliance framework. So if you have an opportunity, get in touch via your usual sales contact in the first instance.

Or you can find dedicated schemes contacts [here](#).



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Need to speak to someone?

Did you know that you get a tailored list of contacts within Aviva Broker **when you're logged in?**



We spoke to our sales managers and underwriters and asked them, **“What are the products where you most frequently hear brokers saying, ‘I didn't know you did that!’” Here's what they told us:**

I didn't know you did that...

“ Our high net worth offering Aviva Private Clients is now seen as a serious contender in the market **”**

“ We still have an appetite for Professional Indemnity – yes, there are criteria attached but I'd say definitely ask us about it. **”**

“ Bonds, engineering and surety often come up. We do a broad range of speciality lines that they don't think to ask about. **”**

“ The acceptance criteria for a lot of the products are broader on Fast Trade than some brokers might think – like RPI, split residential & commercial and covers up to 20 risks. Using Fast Trade will reduce workload and allow brokers to manage their policies with ease! **”**

“ **Healthcare** is an arm of our business that's covered under a broker's existing GI remedy – so I like to remind them of that. **”**

“ We have the UK's biggest team of **risk management** consultants. **”**

“ Through Aviva Private Clients, we provide one of the UK's largest sum insured schedules at over £100m! **”**

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Want to find out more about Aviva? [Head here](#).