

CAPABILITY STATEMENT



Allsafe Insurance Brokers

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Who Are Allsafe?

We are a privately owned, licensed general insurance brokerage located at Stones Corner, Brisbane. Our firm was founded in 1981. We offer a wide range of products and services to just about all manner of commercial and industrial enterprises and work with our clients to understand and identify their business insurance needs, both current and future.

This commitment to the best interests of our clients has allowed our brokerage to continue to grow thanks to many quality referrals supplied by our loyal client base.

Our success is due to our belief in conducting business with clients who, like us, are committed to building strong and lasting relationships.

Our Commitment

Allsafe Insurance Brokers is a “values” based organisation providing tailor-made solutions for the insurance needs of our clients. Our role as your advocate and broker is to use our understanding of your insurance needs, combined with our knowledge of the insurance market, to negotiate the best solution for you.

We achieve this through a consultative process involving our experienced team of qualified advisers. We work hard to deliver a tailored insurance program supported by comprehensive products from Australian regulated insurers at competitive premiums. This is achieved through our promotion of a contestable environment between insurers when entering the insurance marketplace.

THE ALLSAFE SOLUTION

Market Leverage

Allsafe Insurance Brokers are shareholders of Steadfast Group Limited which is an unlisted public company.

The Steadfast Group Ltd is one of Australia's largest distributors of general insurance which operates from over 400 offices throughout Australia and generates in excess of \$2.5 billion in annual premium turnover.

The Group has achieved a rate of growth well above the market average, year by year, since the group was established in April 1996.

That growth reflects the extent to which our group have built a name for outstanding service and performance within the highly competitive insurance industry.

The Advantages To You Are

You'll get the personalised service you look for from an established local business, together with the expertise and support you would expect from a large organisation

- Our access to this extensive network allows us to keep up-to-date with current trends and new insurance markets.
- You'll enjoy the expertise, protection and value for money that makes so much difference to your peace of mind and your bottom line!

Industry Experience

Our advisors are exposed to many different industries or sectors requiring varying degrees of advice or services. We do however have industry solutions for the following:

- Aged Care Facilities
- Adventure Sports
- Building Contractors
- Civil Contractors
- Community Carers
- Country Taxi Operators
- Engineering Works
- Freight Forwarders
- Hotels/Motels/Accommodation
- Importers / Exporters
- Leisure and Entertainment
- Licensed Clubs
- Manufacturers
- Mobile Plant Operators
- Property Developers
- Property Owners
- Restaurants/Café's
- Road Pilots
- Scaffolders
- Ship Builders/Repairers
- Tradesman
- Transport Operators
- Tour Operators

Additional Services

In addition to our insurance broking services Allsafe Insurance Brokers can refer clients for risk protection as follows:

Personal Risk Protection

The most important asset you and your family have is your health. Being injured, or worse, dying prematurely, are subjects we would prefer not to discuss! By taking out life, total and permanent disablement, trauma or disability income insurance, you can afford to concentrate on living, knowing that if the worst happens, you and your family will be protected.

As specialists in 'Risk Insurance' Allsafe Financial Services are able to organise a range of insurance solutions that can cover you for the financial consequences should the worst occur.

Whatever your goals, you are much more likely to achieve them with the help of professional risk advice. This is where Allsafe Financial Services Pty Ltd can assist. Allsafe Financial Services Pty Ltd is a corporate authorised representative of Millenium 3 Financial Services Pty Ltd AFS Licence 244252.

Allsafe Financial Services have qualified advisors on staff ready to assist you.

We can also assist you with the following services:

Premium Funding

If you would prefer to pay for your insurance in installments, we can arrange this for you through a premium funding service. Essentially this means your annual premium can be split into regular payments but you will incur an additional cost.

Funding your premium this way can let you regulate your cash flow and improve your "debt to equity" ratios. Premium funding can also protect and maintain existing banking "draw down" facilities and provide an unsecured, off balance sheet loan (i.e. an annual commitment expensed monthly).

Valuation Services

Asset valuations are an integral part of business and balance sheet management. Getting the values right before a loss simplifies the claims process and ensures you are not left out of pocket or worse.

Allsafe through its alliance partnerships can assist in obtaining valuations of property including fine art, contents, plant and machinery and other types of tangible assets for many purposes. Our advisors would be happy to assist with the facilitation of any of these services.

Our Values

Teamwork

We understand that it is more important to work together to deliver outstanding service than to just meet our own personal objectives.

Belief

A firm belief in ourselves, our company and our services enables us to confidently deliver a quality experience our customers can rely on.

Innovation

We constantly challenge the status quo and encourage our people to be creative and innovative in their thinking.

Excellence

- We strive to be the best that we can be
- We constantly challenge ourselves to improve
- We care about what we do
- We have pride in our performance
- We go the extra mile

Honesty

We believe in the importance of acting with integrity and honesty in all our dealings.

