



## Member Benefit: Intasure Update

*"The sea finds out everything you did wrong." —Francis Stokes*



Nobody wants to read about insurance and yet insurance is as much a part of setting sail as checking your communication equipment and making sure your safety equipment is on board.

Don't make the mistake of thinking that insurance is only about money.

It's also about decision-making in those critical moments out at sea.

By way of example: The decision to abandon an uninsured vessel unavoidably includes financial considerations whereas the skipper of a properly insured vessel isn't subject to any "financial" hesitancy.

Appropriate insurance is a vital part of every boat owner, every skipper and every crew member's life.

In late 2018, South African Sailing approached Intasure on the subject of insurance and the need for an insurance product updated to the current needs of its members.

Both organisations are justifiably proud of the result.

## Policy Benefits

Here are a few of the benefits making this policy different from anything else available in the market:

- Unlike other policies, the policy does not require that mast, sails, special equipment, engines etc are specified, but instead the vessel is insured for an Agreed value which includes the hull, superstructure, fittings, machinery, engines, motors, mast(s), sails, rigging and running rigging, boat(s), protective coverings, tenders / dinghies, gear and equipment such as would normally be sold with the Vessel if she changed hands, including its trailer.
- The policy is automatically extended to include racing risks within South African Waters.
- The cover includes Liability to Third Parties of R 25 000 000.
- Personal Accident Cover up to an amount of R 500,000 per person with a maximum of R 1,500,000 per event for Death and Permanent Disability as well as providing Medical Expenses of up to R 50,000 per person with a maximum of R 150,000 per event. Subject to the R 1,5M per event limitation, this cover applies to everybody on the vessel.
- All Risks Cover in respect of personal effects of a nautical nature is automatically included up to a maximum of R 20,000. This can be increased at additional premium.
- Something that we are especially excited about, is the fact that the policy does not have a conventional excess but a Franchise of R 5 000, which means that claims up to R 5 000 cannot be claimed (as would also be the case with a traditional excess), but any claim for damage to the vessel, over R 5000 will have no excess deducted from the claim at all.
- Our insurers will, at their own expense, arrange for vessels valued in excess of R 500 000 to have a condition survey; other insurers expect clients to arrange these at their own expense.

Other benefits include:

- The premium paid by South African Sailing members are significantly discounted when compared to non-members.
- Intasure passes a percentage of the commissions it earns back to South African Sailing where it is applied to the benefit of all members.
- Members can access a quick and efficient quotation on a 24-hour basis using Intasure's automatic quotation platform to be found on their website ( [www.intasure.co.za](http://www.intasure.co.za) ) or at this link :  
<https://www.intasure.co.za/insurance-quote/marine/pleasurecraftpolicy/>

## Getting a Quotation

Please take the time to get a quotation. A market-leading product and probable premium saving should not be ignored and the process could not be simpler.

Simply go online (using the links above) and complete the online proposal form. This is, at most, a five-minute process. You will almost immediately receive an email from Intasure detailing the quotation and its content. The marine experts at Intasure will then go through the quotation and either contact you with any additional questions they may have all provide you with the confirmation that the initial quotation has been approved.

Should you prefer to get your quotation in a more traditional fashion, please feel free to contact Intasure's Riana Lane on 021 7126686 or [rianal@intasure.co.za](mailto:rianal@intasure.co.za) .

### **Intasure Marine**

Providing a great product at a competitive price is, however, not enough.

The combination of an Intasure insurance policy along with your South African Sailing membership, also provides access to genuine marine expertise. Intasure's Marine Department provides both underwriting and claims expertise of the highest order.

It is worth noting that Intasure has a long connection with sailing and that its partnership with South African Sailing is deeper than insurance alone.

In addition to its marine offering, Intasure offers a wide variety of other insurance services. These include domestic and commercial insurance, specialist liability insurance, insurance for the engineering and construction industries as well as a portfolio of specialised products developed for specific client or business sector needs.

Visit [www.intasure.co.za](http://www.intasure.co.za) to find out more or make contact with Intasure on <https://www.intasure.co.za/contact-intasure/> and an appropriate Intasure team member will make contact with you.

