



network

INSURANCE GROUP



Steadfast

STRENGTH WHEN YOU NEED IT

The Marine Industry Insurance Specialists

Australian Sailing

Personal Accident Insurance Program

Club Conferences 2022

Assessing the Risk

Every Business undertakes its own risk management evaluation.
A Yacht Club is no different.

- What is the activity (participation in on water activities)
- Who is affected (members & others)
- What is the likelihood of Injury (medium??)
- What measures can be implemented to improve safety???



Safety is a team effort

Safety is driven by Australian Sailing....

- Training & Accreditation programs
- Special Regulations
- Major incident reviews, Safety Information Notices etc

Safety is implemented by Clubs...

- Accredited coaches, trainers, officials
- On-water Race supervision
- Equipment Audits
- Race Entry



Transfer of Risk

With the Risk assessed and risk improvements implemented, can the remaining risk be transferred to insurance?

Yes!

Public Liability Insurance

Will cover the club's defence of claims made against them by members alleging their actions contributed to an incident that caused bodily injury or property damage.

Personal Accident Insurance

Provided to all affiliated clubs by Australian Sailing and will cover insured persons if they suffer an injury while participating in an insured activity.

What is the benefit of a Group Policy?

The Australian Sailing Personal Accident Insurance Program sets a benchmark that ensures ALL insured persons receive the same insurance entitlements if injured while participating in club activities.

- Provides whole-of-sport protection
- Recognises the safety measures implemented by clubs
- Significantly more cost effective than when arranged by clubs
- Tailored to cover club activities



Who are the insured persons?

The Australian Sailing Group Personal Accident policy covers

- All financial members of Australian Sailing Affiliated Clubs
- Sail Pass members
- Accredited Discover Sailing Course Participants
- All Coaches, Trainers, Officials.
- All Voluntary workers, directors and committees



What are the insured activities?

The Australian Sailing Group Personal Accident policy covers injuries that occur while:

- participating in club sanctioned on water event (including racing and training)
- participating in a Discover Sailing Course
- training for a sanctioned race that you are registered for
- participating in a club organised social or fundraising activity
- providing voluntary work under the control of the club
- travelling to and from above (limited to 20% of the Benefit)

What does the policy cover?

What is covered and what has changed?

Policy Benefit Limits	2021-22 (current)	2022-23
Death Benefit - Over 18	75,000	50,000
Death Benefit - Under 18	10,000	10,000
Capital Benefits	100,000	100,000
Weekly Benefits	350	450
Student Tutorial Weekly Benefit	350	450
Home Help Weekly Benefit	350	450
Non Medicare Medical Expense	5,000	5,000
Physiotherapy Benefit	750	850
Dental Benefit	5,000	5,000
Funeral Benefit	10,000	10,000
Fractured Bones Benefit	5,000	5,000
Overseas Medical and Evacuation Expenses	100,000	Not Insured – Travel

How does the policy compare?

Benefit	Sailing (2022-23)	Amateur Basketball	Cycling	Kite boarding	Netball	Soccer	Surfing	Water-ski & Wakeboard
Death Benefit -Over 18	50,000	100,000	50,000	50,000	250,000	100,000	75,000	100,000
Death Benefit - Under 18	10,000	20,000	10,000	20,000	25,000	20,000	20,000?	100,000
Capital Benefits	100,000	100,000	100,000	50,000	100,000	100,000	75,000	250,000
Weekly Benefits	450	250	500	500	250	250	250	500
Student Tutorial	450	200	200	200	400	250	Nil	500
Home Help	450	200	200	200	400	250	Nil	500
Non Medicare Medical	5,000	1,000	7,500	2,500	2,500	2,500	2,500	5,000
Physiotherapy Benefit	850	Non Medic	Non Medic	Non Medic	Non Medic	Non Medic	Non Medic	Non Medic
Dental Benefit	5,000	Nil	Nil	500	1,000	Nil	1,000	Non Medi
Funeral Benefit	10,000	10,000	10,000	10,000	10,000	6,000	5,000	10,000
Fractured Bones Benefit	5,000	Nil	Nil	1,500	Nil	Nil	2,000	Nil
Overseas Cover	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Recreational Coverage	No	No	Limited	Limited	No	No	No	No
Travel to and From	Yes - 20%	Yes	Yes	Yes - 20%	Yes	Yes - 20%	Yes - 20%	Yes

What is not covered?

Medicare Medical Expenses

Medical Expenses that are covered by Medicare (including the Medicare Gap) are unable to be covered by the Personal Accident policy. An individuals Health Insurance policy might respond.

Non-Medicare medical expenses covered by the policy are shown:

Expenses Covered	Expenses Not Covered
Physio (sub-limit \$750) / Chiropractor	Surgeons,
Dental (up to \$5,000)	Anaesthetists
Ambulance	Doctors,
Theatre fee	X-rays
Private hospital bed	accounts which are partly covered by Medicare (Medicare Gap)

Individual Protection

The Australian Sailing Personal Accident Insurance Program does not take into account an individual's financial needs or circumstances.

Every insured person should still consider their own insurance needs and purchase their own insurance policies to respond.

Insurances to consider might include:

- Private Health Insurance
 - Life Insurance
- Income Protection
- Boat Insurance



Claim Service Improvements

Poor claims experience = policy not meeting members expectation .

Improvements being implemented:

- Review ALL member communications, including website and downloads, and redesign to help members understand the coverage provided by the policy.
- Implement a new claims process :
 - Simplified claim form
 - New claim management process with insurer

Club Insurance Review

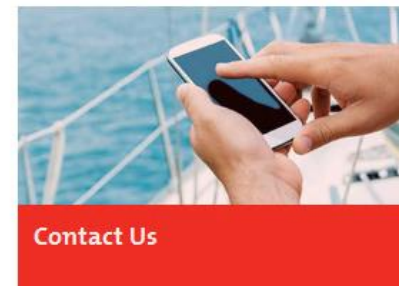
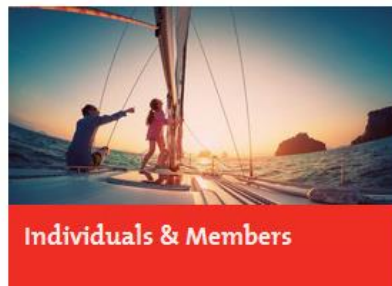
We also service the insurance needs of Australian Sailing Affiliated Clubs and are currently working on a New and Exclusive Insurance program that will cover:

- Public & Products Liability
- Professional Indemnity
- Management Liability
- Boat insurance (starter boats, training boats, tenders)
- General Property
- Property Insurance (club house building and contents)
- Wharves, jetties & ramps
- Business interruption

QUESTIONS?

<http://www.networksteadfast.com.au/sailing>

Specialist insurance for:



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