

# **landlordsure**.co.uk

**Specialist Insurance for Landlords and Letting Agents**

## **Letting Agents Insurance Cash-back Scheme**

The Landlordsure.co.uk cash-back scheme for letting agents' own insurances has been designed from the ground up in partnership with specialist underwriters in the property insurance discipline. The policy cover has been designed with the needs of the specialist domestic property letting agent in mind. Full details of the cover available are included in the full policy wordings and are summarised in the policy summary and key facts document available on request or via our website at [www.landlordsure.co.uk](http://www.landlordsure.co.uk). The scheme is open to specialist letting agents and to estate agents for whom a significant portion of business is derived from letting agency activity.

1. Entry into the scheme requires the purchase by the letting agent of their office, liability and where required, professional indemnity insurance from JSW Insurance Services Ltd trading as Landlordsure.co.uk.
2. The premium must be paid in full by the letting agent/estate agent, or via a credit agreement with JSW's premium credit supplier at the terms current at the time.
3. Credits will be accrued by the letting agent/estate agent by introducing landlords to Landlordsure.co.uk for their insurances for their let properties and will be effective once the introduced landlord arranges their let property insurance through Landlordsure.co.uk.
4. Within twelve (12) months of commencing the scheme, once twelve (12) new landlords have been introduced by the letting agent/estate agent and have arranged let property insurances through Landlordsure.co.uk the letting agent/estate agent will be entitled to the full premium paid by them for their own office, liability and professional indemnity insurances arranged through Landlordsure.co.uk up to a maximum of £600, (six hundred pounds).
5. All subsequent introductions to landlords that result in let property insurance being placed through Landlordsure.co.uk shall earn a further introductory fee at a level to be agreed, per policy introduced payable to the letting agent/estate agent. (The amount of the introductory fee to be paid per policy introduced will be negotiated in advance dependent upon the predicted nature and level of the business that is expected to be introduced)
6. Any letting agent/estate agent that introduces less than twelve (12) landlords who arrange their let property insurance through Landlordsure.co.uk in the first twelve (12) months shall be entitled to a one off payment of £15 (fifteen pounds) for each policy introduced, and thereafter shall earn a further introductory fee of £15 (fifteen pounds) per policy introduced. (Although the normal amount would be as above dependent upon the predicted nature and level of the business that is expected to be introduced this may be subject to negotiation)
7. Any cash-back or introductory fees can only be paid to the letting agent/estate agent once the commission for the let property insurance is deemed "earned" by Landlordsure.co.uk's statutory regulators the Financial Services Authority (FSA).
8. Cash-back amounts will be paid in the month after the 12<sup>th</sup> introduced let property policy has been placed through Landlordsure.co.uk and the commission for it has been "earned".
9. Further introductory fees will be paid to introducing letting agents monthly in arrears.
10. No payment can be made until the full terms are agreed and noted in a signed introducer agreement which formally appoints the letting/estate agent as an Introducer Appointed Representative of JSW Insurance Services Ltd trading as Landlordsure.co.uk.