

Discover the difference.
Discover delegated.



Discover the difference...

... in what you think you might know about Ecclesiastical and our schemes offering

Dedicated to schemes

Ecclesiastical has been in the schemes market for more than 30 years, making us one of the pioneering insurers in this area. This has helped us develop a huge amount of experience in what makes a scheme successful and why we still have schemes that have been running since the start among our 90 plus live schemes today.

We believe strongly in the Delegated Authority model which puts the majority of the decision making in the broker's hands. This empowers the broker but gives them the support they need from us, building a collaborative relationship.

Our support comes in the form of a dedicated, specialist schemes team who are with you from first enquiry, through on-boarding a new scheme to growing an existing scheme.

They are also able to tap into other areas of the business for support in areas such as loss prevention, marketing and our award winning claims team.

Our risk appetite

We're well known for our specialist niche expertise but you may not have realised that our risk appetite for schemes business goes well beyond these core areas.

At Ecclesiastical we define a scheme as a 'tailored insurance solution for customer groups with common needs'.

Our experience and ability to underwrite many different types of schemes is down to the collaborative way of working with you. We recognise the broker, or Managing General Agent (MGA), as the expert in knowing your customers' needs which enables us to provide just the right support alongside you.

From vets to farms and military assets to non-standard personal lines we can work with you to find the right solution for your clients with product flexibility that includes covers such as accident and health, financial lines and cyber.

Talk to us about the expertise you have and we think you'll be surprised how open we are to ideas.

Supporting new schemes

Within our schemes business we have a dedicated team who can quickly evaluate and assess new opportunities.

Once you have discussed an idea with us we'll work with you quickly to assess the right product and the flexibility needed to maximise your scheme's potential. Once we have both agreed the right proposition we can then project manage this through to market in as little as six weeks.

We have developed a clear 3-step plan for the journey – Assess, Design, Build - to keep everything on track and ensure your specialist customer insight is at the heart of all we do.



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How we support existing schemes

Relationships are key and we believe with the dedicated team and regular contact and reviews we build long term partnerships that work.

As well as the underwriting support for the more unusual risks and our award winning claims service, we have a number of other areas of important support available.



Risk Management

Our in-house team of specialist risk consultants allow us to offer insight and guidance to mitigate risk through innovative and cost effective risk solutions developed according to your customer's needs, helping you add value to your customers.

Schemes proposition development

We can run interactive workshops utilising frameworks and tools that will create, design and implement a new value proposition for the customer. The workshop looks to create a fit between the products and services offered by the broker and their customer's needs.

Marketing support

We will support brokers by assessing their existing marketing activities, producing a report that gives ideas and recommendations on strategies that could be utilised to more effectively market their scheme from use of digital marketing, campaign development and customer journey reviews.

Compliance support

When it comes to compliance we're here to support you, we delegate authority but do not abdicate responsibility. We view our schemes partners as an extension of our underwriting team, and provide ongoing support in new and changing regulation, ensuring products are compliant and treat customers fairly.

Schemes Marketplace

We will provide our delegated authority partners with wider distribution opportunities for their scheme through our Marketplace, giving you access to the Ecclesiastical broker base.

Getting in touch

Contact our schemes team on

Tel: 0345 604 7233

Email: schemes@ecclesiastical.com

Or your regional office

Central and South West

Tel: 0345 605 0209

Email: central@ecclesiastical.com

London and South East

Tel: 0345 608 0069

Email: london@ecclesiastical.com

Northern

Tel: 0345 603 7554

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