



# Residential Fire Promotion



## Competitive Offer

Promotion Period: 27 September 2021 to 31 December 2022

Fixed premium rate

**0.06%**

for 50 years or below residential building

Agent Commission

**30%**

Fast application

**5** mins

## Preferred Segment

- Existing QBE customers
- Not an existing HASE mortgage customer
- Class 1 construction\*
- 50 years or below residential building (51 - 60 years 20% loading)
- No claims for past 3 years
- Standard Policy Excess to apply
- Max Sum Insured - HK\$50M
- Applicable to with or without mortgage customer

\*Definition: Massive Construction of Brick and Concrete

## How does it work?

It can be completed within 5 mins

1. [Complete the application form](#)
2. Send to [underwriting.mil@qbe.com](mailto:underwriting.mil@qbe.com) with your agent code
3. Policy will be sent to you per current arrangement by e-mail or postal mail. (Please inform QBE in advance if you need the original policy to be sent to your customer's lender and provide the mailing and postal address of the lenders.)

Scan to download





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## FREQUENTLY ASKED QUESTIONS

### **What is a Residential Fire (Mortgage Fire) Insurance?**

Mainly cover building if it is damaged by fire outbreak, lightning and typhoons, windstorms and floods.

### **Who are the target customers?**

All Residential Property Owners.

### **How can I sell this to my customers?**

When your customer have outstanding mortgage loan with bank for their residential properties, and purchase a fire insurance from a bank, the premium rate may depend on the property's type and valuation. For example, village houses and older buildings will tend to cost more to insure than private housing estates and newer buildings. The rates offered by banks generally range from 0.08% to 0.15%.

With our QBE's promotional rate of 0.06%, based on a sum insured of HKD5m, annual premium will be HK\$3,000 as compared with the bank's premium of HK\$7,500. There is an IMMEDIATE saving of HK\$4,500!

### **How to select the proper Insured Value?**

There is a chance of "underinsured" when purchasing Fire Insurance. For example, if the rebuilding cost is HK\$1 million, but the insured amount is only HK\$500,000. When the property is damaged by fire, Insurance company will only reimburse 50% of the loss amount to customer. For example, if the loss amount is HK\$200,000, Insurer will only pay HK\$100,000 (HK\$200,000 \* 50%), given that the customer only purchased half of the amount of property rebuilding cost. If the customer wants to have sufficient coverage, rather than concerning about the insurance premium, customer needs to insure under property rebuilding cost, or using the property market value to reduce the risk of underinsurance.

