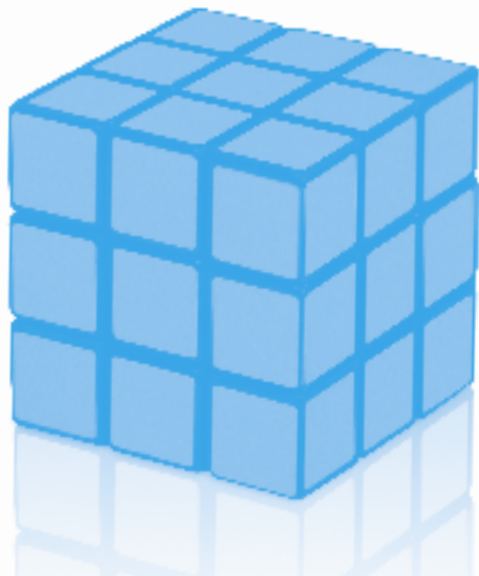


Keeping It Simple

Remove the clutter from today's crowded marketplace.



The world today is more complex, more aggressive and more urgent than ever before. Modern communications, competitive pressures and the impact of increasing regulation require the individual or the business owner to be responsible for a wider range of issues and accountabilities.

In the cluttered market, it can be difficult to find the partner who best suits you and your business needs. You want professionals who share your vision, commitment, enthusiasm and determination to prosper and succeed.

TRY THIS EXERCISE

- | | |
|--|--------|
| > New Zealand owned and operated | Yes/No |
| > Approachable and friendly | Yes/No |
| > Able to deal with the principals | Yes/No |
| > Good technical knowledge | Yes/No |
| > Innovative and progressive | Yes/No |
| > Successful and financially secure | Yes/No |
| > Able to access all markets | Yes/No |
| > One telephone call fixes the problem | Yes/No |

Now look at your "yes" answers. If this is your criteria for your insurance and risk professional partner, look no further. John Baker Insurance is the right company for you!

OUR STORY

John Baker Insurance was formed in 1979 and is wholly New Zealand owned and operated. We have built a reputation for innovative solutions, good risk management advice, efficient documentation and effective claims management. We have built up a client base of more than 5000 clients, and a premium turnover in excess of \$10 million.

John Baker Insurance meets all the financial and fiduciary requirements of IBANZ (Insurance Brokers Association of New Zealand), and is committed to the IBANZ on-going professional educational programme for its broking staff, known as QPIB. (Qualified Practising Insurance Broker).

John Baker Insurance specialises in commercial risk protection for retail, manufacturing, transport, clubs and associations. We have a specialist personal lines product and service operation including in-house claims management and settlement, as well as special products specifically managed for affinity groups.

WHAT WE CAN DO FOR YOU

John Baker Insurance provides a comprehensive range of insurance services specifically designed for its client base:-

- > Risk Management services
- > Claims Management services and settlement for some classes of risk
- > Commercial, Industrial, Material Damage and Business Interruption insurances
- > Liability insurance including Professional Indemnity, Legal Liability, Fines and Penalties and other Liability programmes

> Specialist affinity group insurance programmes such as the BMW Motorcycle Owners Register, Harley Owners Group, Ulysses Club, Honda Gold Wing Club and BMW motor vehicle owners.

> Personal Lines insurance scheme, including House, Contents, Private Motor, Boat, Rental or Holiday Home, Private Legal Aid.

Through our associated company, Auckland Insurance Services we are able to offer the following 'non fire and general' insurance products.

> Medical – various options

> Life Assurances

> Income Protection

> Financial investment services

> Mortgage and lending arrangements and related insurances

MAKING THINGS EASY

John Baker Insurance has a range of payment options to make managing your cash flow more flexible to meet your individual needs.

We have EFTPOS facilities at our office, we accept most major credit cards and payment by internet banking, as well as accepting the traditional cash and cheque payments.

Instalment payment options can be arranged with our sister company, Tailor Made Money Ltd.

WE'VE DONE IT BEFORE, WE CAN DO IT AGAIN

Modern insurance broking is much more than a simple transactional process. Often less than 25 percent of a client's risk protection programme will involve insurance protection. The balance is provided through improved Risk Management and Control procedures and systems.

Among the more interesting projects undertaken by John Baker Insurance recently are:-

> The implementation of a comprehensive Risk Management Programme for a rental car company which has shifted emphasis from insurance to Risk Management, delivering a substantial reduction in the frequency and cost of claims.

> A modern prestige motorcycle scheme business project which has now extended to Australia, Europe and the United States for touring and convention activities.

> A worldwide Liability programme for a New Zealand company which is involved in the disposal of hazardous waste materials including PCB's.

> Assisting a householder who had a total loss of his house and contents, ensuring the house was rebuilt, and all entitlements were paid in full by the insurers.

WE COVER THE MARKET

John Baker Insurance utilises the whole insurance market in New Zealand. Business is placed with insurers including Lumley General, Vero, QBE, Ace, IAG, Allianz, EIG-Ansvar, and specialist underwriters for niche products including;

Axiom, Motor & General, and Star Insurance (specialist motor risks), Vero Liability (specialist liabilities), Vero Marine & Australis Marine (marine risks), Contractors Wholesale (specialist contracting and earthmoving equipment), Comprehensive Travel (travel insurance), Mariner (boating), Oceanic (strata titles) and IUA (business).



We're here to help.

For more information on any insurance question you may have or if you'd like to tell us a good joke please call us on 0800 65 62 64 or checkout www.jbinsurance.com

John Baker Insurance Brokers Limited

Phone: 09 278 6264

Freephone: 0800 65 62 64

Fax: 09 278 5302

Building 6, Eastside Office Park
15 Accent Drive, East Tamaki
PO Box 23007, Papatoetoe, Auckland

www.jbinsurance.com

