



Motor Trade Road Risks Q&A

What types of Motor Trade risks are acceptable?

- Businesses which meet our 1/1/1 criteria;
 - 1 year established
 - 1 year motor trade NCB, unless a repair/service risk agreed with TFP Schemes
 - 1 year without a fault claim
- Businesses can be mobile, home based or premises

What extra covers and benefits are provided?

- Comprehensive cover includes towing and carriage of vehicles as standard
- European use for SD&P up to 21 days per trip. Maximum 60 days a year
- £50,000 annual cover for vehicles kept at home and or the business trading address, extendable to £100,000. *There is no exclusion when vehicles are parked within 400m of motor trade premises.*
- Loss or theft of keys cover up to £5,000 each year
- Yes Claim Bonus which can reduce the claims excess by £200 if reported in 24 hours
There must be an identifiable third party. Doesn't apply to Fire Theft MD Flood claims.

What extensions are available?

- Accompanied Demonstration for Sales Businesses
- Additional Business Use for up to 2 drivers (except employees) for acceptable occupations
- Windscreen with a reduced £150 excess which does not affect NCD
- The standard £350 comprehensive excess can be increased to £500, £750 or £1,000
- Public & Employers Liability along with Business Tools.
- Protected NCB for risks with 5+ years bonus. Allows 2 claims in 3 years.

What about the Drivers?

- A maximum of 2 drivers or 3 with the Policyholders spouse (same address) all UK resident for at least 5 years
- All drivers must be aged 25 to 69 and have a full UK driving licence for at least 5 years (3 years where spouse)
- No drivers are allowed a fault incident in the last 12 months unless agreed by TFP Schemes
- Business partners can be covered for MT & SD&P use but employees (with contract of service) are MT use only, unless agreed with TFP Schemes.

What about vehicle limits and the MID?

- Indemnity limits (per vehicle) from £2,500 to £50,000 are available with splits between own and customer
- Up to 4 own vehicles and an additional 6 stock vehicles for sales businesses
- Brokers enter vehicle details once cover is accepted
- Policyholders are then emailed to register to TFP's Portal for further MID updates available 24/7
- Vehicle acceptability using VRN's can be real-time checked on the Portal to help traders.

What about vehicle types?

- Policy schedules include the [Unacceptable Vehicle Types](#) list applicable to own and sale vehicles
- If over 10 vehicles are required on MID refer to TFP Schemes
- The MID system works in tandem with this list and will block vehicle VRNs that are unacceptable
- Cars grouped up to 45 (unless listed) are acceptable. Vehicles 46 and over, and any listed, refer to TFP Schemes
- Motorcycles (own or sale) up to 250cc are acceptable. No cc limit applies for customers vehicles
- Vans and Trucks up to 7.5T are acceptable. No GVW limit applies for customers vehicles
- Imported, LHD, Modified, Kit or Custom are unacceptable unless agreed by TFP Schemes.

What about Recovery Vehicles?

- Vehicles used solely for the movement of own and customer vehicles (for repair or service) can be added
- This use is incidental to traders' everyday business and isn't considered "hire and reward" or "recovery"
- Any separate recovery work for a fee whether accident or breakdown based is not acceptable.

What postcode areas are acceptable?

- Over 95% of postcodes are acceptable excluding the highest risk urban areas
- Risks in Northern Ireland, Channel Islands and Isle of Man are not acceptable.

What Motor Trade Occupations are acceptable

- Click for [latest list](#). The chosen occupation is noted in policy documentation; certificate and schedule.
- Where there is more than one acceptable Motor Trade occupation this is also shown on the documentation.

What about 2nd Occupations outside the Motor Trade?

- Most are acceptable, however some will refer and some decline. E.g. Motor Trader & Taxi Driver
- Additional business use is available for acceptable 2nd occupations for an additional premium.

What supporting documentation is required for new policies?

- DVLA download for all drivers
- Proof of NCB
- Proof of trading - 2 pieces required dated within the last 3 months.

Once documentation is received (within 30 days) and all necessary checks are completed the annual certificate can replace the 45 day system certificate.

What further checks are made?

- Every driver's identity is verified with records checked against CUE, CCJ and Fraud registers
- NCB years are always validated, websites checked and when Ltd companies, director checks are also done.

What about Refer cases?

- For "refer" cases brokers should call TFP Schemes to discuss the risk or use Live Chat
- Typical refer scenarios are 2nd occupations, 1 fault accident in the last 12 months or 2 fault in the last 5 years or ex Private car / Commercial vehicle NCB for repair only risks.

What are the minimum premiums and is there any flexibility?

- At present the minimum premium is £545 excluding IPT
- Higher rated areas attract higher minimums
- Premium flexibility may be considered on referral to our underwriting team.

How do Brokers get quotes and manage new policies?

- Log on to TFP Schemes, enter your username and password and you can obtain quotes immediately
- Our Solo site is full cycle in line with other TFP Schemes products.

What things can Brokers do to increase competitiveness, and sales?

- Quote with and without extra covers
- Quote alternative indemnity limits
- Get an extra 10% NCB quoting on 6 years (60%) where you have 5 years proof that's at least 1 year old
- Consider us for TPF&T or TPO cases as our comprehensive rates may surprise you.

Where can I get extra information?

- Call our Motor Trade team on **02920 30 12 31** who are ready to help
- Documentation is available on our website www.tfpschemes.co.uk or follow the links below.

[Summary of Cover](#)

[Unacceptable Vehicles](#)

[Policy Wording](#)

029 20 30 10 30 • www.tfpschemes.co.uk

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