

Rock tips for Secure Dynamic Packaging

This time last year, UK travel agents were confidently creating dynamically packaged holidays. Twelve months on, the very mention of component booking strikes fear into their hearts. Rock Insurance's new Supplier Failure Cover makes dynamic packaging safer than ever, so Rock is urging agents to continue creating packages with confidence.

The following travel insurance checklist will help agents create a secure dynamically packaged holiday:

- ✓ Ensure your travel insurance policy covers all the components of the holiday (flights, transfers, accommodation, event/attraction tickets) and not just packages.
- ✓ When booking a scheduled flight, check the policy covers scheduled airline failure.
- ✓ Make sure the policy's travel delay section covers for cancelled flights impacting on other components such as transfers, hotels or a missed event.
- ✓ Ensure the policy has flight delay and cancellation cover that will fund replacement tickets rather than simply reimbursing the cost of the original ticket. The cost of flight tickets may increase as the holiday date approaches, the original tickets may have been free as part of an offer or, as we have seen recently, flight seat prices can escalate following the liquidation of an airline as demand floods the market.

If any of the above are not covered in the insurance policy you are selling to the customer or their existing policy, strongly advise your client to take out Supplier Failure Cover. It costs just a few pounds person and provides cover of up to £5,000 for the failure of any of their holiday components. Not a huge cost when you consider the savings represented by dynamic packaging and the peace of mind adequate cover offers.

As an added bonus, agents will earn commission on every sale.

For information about Supplier Failure Cover log onto www.rockinsurance.com or contact Rock Insurance on 0844 482 0660 or info@rockinsurance.com.

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16 October 2008