



GROWING NUMBER OF HOLIDAY COMPANIES SIGN UP TO ROCK'S DYNAMIC PACKAGING POLICY

Since the introduction of their new dynamic packaging policy in January 2007, Rock Insurance has signed up several new clients and expanded the product range offered by existing clients.

Antony Martin, Managing Director of Rock Insurance, said: "Dynamic packaging is growing rapidly in the UK and holiday companies and travel agents are beginning to recognise that they need to provide travel insurance that is tailor-made to cover each of the components involved.

"Following the recent broadcast of ITV1's Tonight with Trevor McDonald, which focused on the problems which can arise in a dynamically packaged holiday, the British public will be more aware that they need to protect themselves when booking holiday components as opposed to the traditional package holiday. Holiday companies and agents selling Rock's dynamic packaging cover can provide the peace of mind their customers are looking for whilst earning extra commissions for themselves."

Broadway Travel and their accommodation-only subsidiary Beds With Ease have recently expanded their insurance offering to include the new cover. Managing Director, Adam Pardini, said: "At both Broadway Travel and Beds With Ease we are experiencing an increase in dynamic package bookings and we want to ensure that ourselves and our customers are covered in the event of any cancellations or unforeseen problems. Rock's product offers our customers excellent cover for every aspect of their holiday, is very reasonably priced and provides our staff with additional commissions."

New client, Travel House's job title, name surname, adds: "At Travel House, we pride ourselves on our customer service and our high volume of repeat custom. With this in mind we have been actively promoting Rock's dynamic packaging insurance policy to

make sure our clients receive comprehensive cover and timely assistance. The product has been received very well amongst our customer base thanks to thorough staff training and support from Rock Insurance to ensure we understand the policy and can sell it confidently.”

Other companies selling the dynamic packaging cover include Holiday Brokers, Holiday Taxis and Holiday Bookers.

Rock’s dynamic packaging product is underwritten by Europ Assistance and includes:

- Cancellation Cover up to a total of £15,000 against the failure of the individual components that make up a dynamically packaged holiday. Most policies only provide cover for the failure of a tour operator, so in the event that a low cost airline became insolvent would not cover the cost of accommodation or car hire.
- If a flight, sea crossing, coach or train is cancelled and no alternative provided within 12 hours of the intended departure time, the cost of buying a replacement ticket up to a maximum of £500 per insured person - even if the original one was free or only cost a few pounds on a low cost carrier.
- No upper age limit for single trip policies (there are very few products in the market that offer this).
- A choice of cover levels – Standard or Premium.
- Can be issued via Rock’s online system at no extra cost.
- Discounts for couples and families.
- Optional cover for weddings, golf, timeshare, winter sports.

For further information about Rock Insurance please call 0870 160 2555 or email info@rockinsurance.com.

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