

Replacement Vehicle Product

Despite the provision of courtesy vehicles by insurers and repairers and the availability of credit hire for non-fault accident victims, there are several instances where your customer, both private and commercial, will be deprived of the use of their vehicle and be unable to access credit services.

This fully underwritten product has been designed to keep private car and motorcycle owners and the owners and managers of commercial fleets mobile in cases where insurers and repairers would not usually provide replacement vehicles or courtesy cars.

The replacement vehicle product provides a method to help the customer stay mobile following a road traffic accident or stolen recovered incident which renders the insured vehicle a total loss or where that vehicle is stolen and is not found.

Cover can be tailored to meet a range of circumstances and the duration of hire can be made relevant to the needs of your customer base.

Vehicles can be delivered to any registered UK address for the convenience of your customer and to best fit into their daily routine. All vehicles will be delivered with fuel ready for immediate use. During the hire period the vehicle will be comprehensively insured.

Albany Assistance are a leading provider of replacement vehicle products supplying over 1.5 million replacement vehicle policies through various insurers and intermediary channels in 2010. Although different sales strategies and approaches can be used, the penetration rates experienced could range between 35% and 70%.

To support your organisation in maximising sales penetration Albany would be happy to share our knowledge and experience concerning sales approach and in addition would offer training and development to your organisation if required.