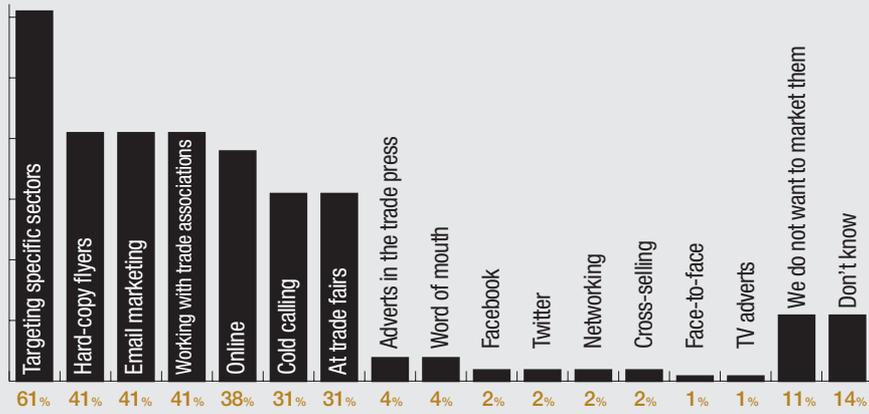


Marketing of current scheme(s)

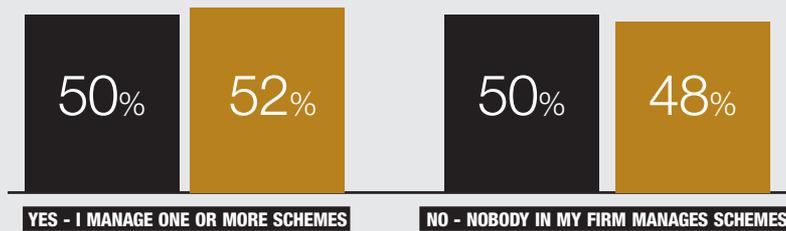
Q: How do you currently market your scheme(s) to the client?



Penetration of schemes

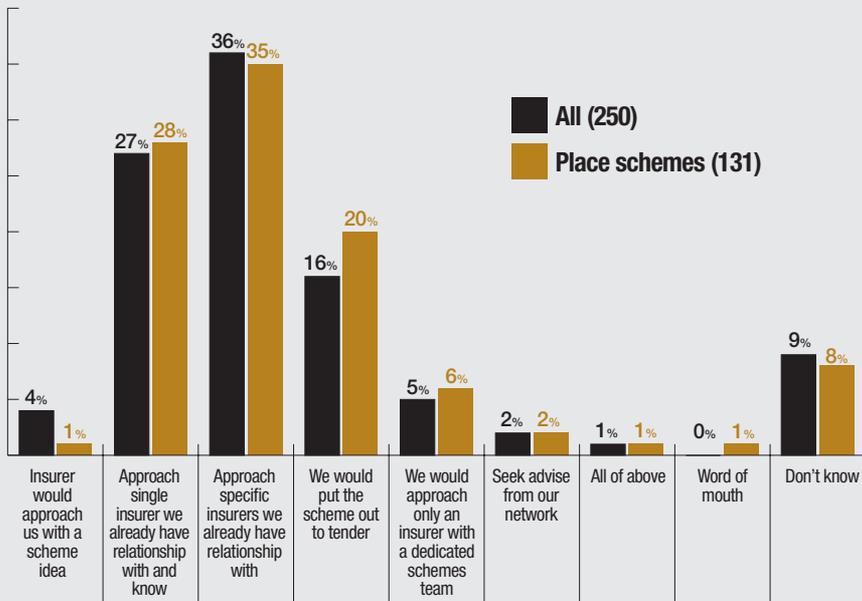
Q: Do you, or your firm, manage one or more insurance schemes?

■ 2011 (250) ■ 2012 (250)



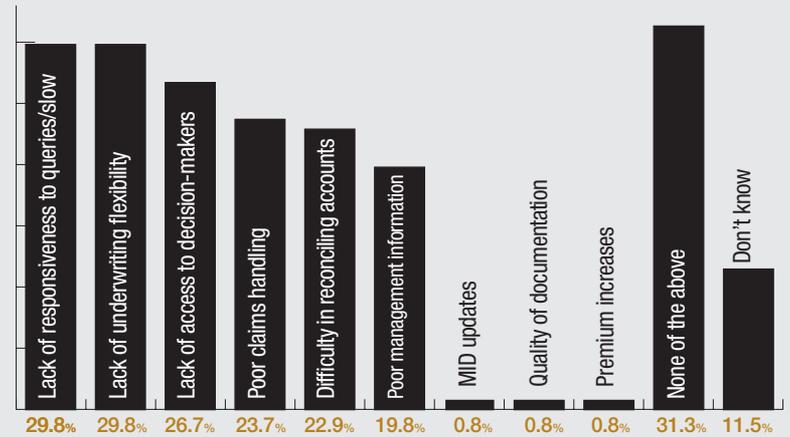
Basis of selecting partner for new scheme

Q: If you were considering a new scheme, which of the following do you think would be the most likely response? Question asked of all respondents



Frustration with schemes service

Q: Which of the following service issues cause you or your firm the most frustration with the insurer that administers your scheme(s)?

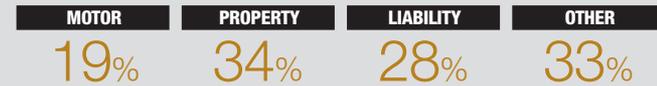


Source: MMA Insurance

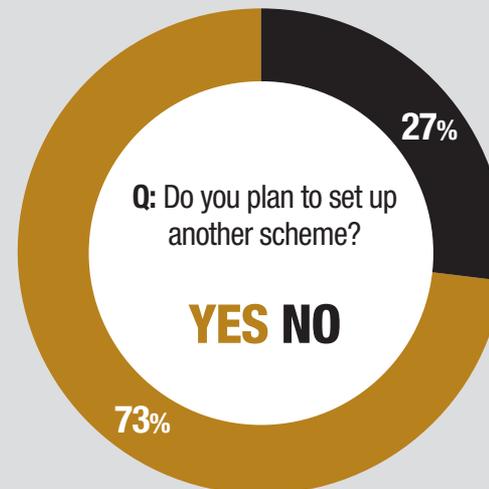
Q: What are the biggest challenges you face in setting up a new scheme?



Q: What kind of scheme did you set up?



Q: How do you think the market will grow in the future?



Source: Insurance Times survey

