



# Professional Insurance

PREPARED BY:

CHU C. L. TOMMY | 900-56749

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# Agenda

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## About the Advisor & Services

## My Professional Indemnity (PI) Insurance

What is this insurance?

Difference between PI & D&O

Why do I need it for my business?

Why is this plan being recommended?

How does a PI Insurance cover me?

Application Process

Useful Links & FAQs

# About CHU TOMMY & Partners



YOUR ADVISOR



PHILOSOPHY



PRODUCTS AND  
SERVICES



# CHU C. L. TOMMY

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- Left Insurance Industry and ended sales journey since 2005
- Financial Advisory Private Practice (Licenced by MAS) since 2005
- Upgraded to Independent Financial Advisory since 2012
- Leading a TEAM of various specialisation in Wealth and Estate Advisory
- Currently using Financial Alliance Pte Ltd to support our Private Practice in Financial Advisory Services
- Passionate about Client-Centric Financial Advisory services
- Volunteers with the SCDF Emergency Medical Services
- <https://www.linkedin.com/in/chutommy/>
- m: (+65) 900-56749
- e: [chutommy@fapl.sg](mailto:chutommy@fapl.sg) / [tc90056749@yahoo.com.sg](mailto:tc90056749@yahoo.com.sg)





# Philosophy

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“M.A.P. is what I use to navigate in my Financial Advisory journey.

M – Mindset

A – Attitude & Altruism

P – Passion”

# Our Products and Services



09

ESTATE PLANNING PARTNERS



11

INVESTMENT PLATFORMS



17

LIFE INSURANCE PRODUCTS  
MANUFACTURERS



16

BANK LOANS PARTNERS



36

GENERAL INSURANCE  
PRODUCTS MANUFACTURERS



70

ASSETS MANAGEMENT  
HOUSES

LIFE INSURANCE

AIA THE REAL LIFE COMPANY  
 RafflesHealthInsurance Your Specialist Health Insurer  
 中国人寿 CHINA LIFE  
 中国太平 CHINA TAIPING  
 eTiqa Insurance  
 HSBC Life  
 LIC LIFE INSURANCE CORPORATION (SINGAPORE) PTE LTD  
 Manulife  
 Income made different  
 Quilter International  
 Friends Provident International  
 Singlife  
 SwissLife  
 TOKIO MARINE  
 TRANSAMERICA LIFE BERMUDA LTD  
 utmost WEALTH SOLUTIONS

GENERAL INSURANCE

MSIG  
 AIA THE REAL LIFE COMPANY  
 AIG  
 Allianz  
 ALLIED WORLD ASSURANCE COMPANY  
 Singlife  
 HSBC Life  
 中国太平 CHINA TAIPING  
 InterGlobal International Private Medical Insurance  
 CHUBB  
 EQ Insurance  
 ERGO Insurance  
 First Capital Insurance Ltd A FAIRFAX Company  
 Aetna  
 eTiqa Insurance  
 Cigna  
 Great Eastern  
 Liberty Insurance  
 ZURICH  
 TOKIO MARINE  
 Income made different  
 QBE  
 SOMPO  
 RafflesHealthInsurance Your Specialist Health Insurer

INVESTMENT

Aberdeen Standard Investments  
 ALLIANCEBERNSTEIN  
 Man  
 Schrodgers  
 PINEBRIDGE INVESTMENTS  
 HSBC Global Asset Management  
 FRANKLIN TEMPLETON INVESTMENTS  
 Amundi ASSET MANAGEMENT  
 LION GLOBAL INVESTORS  
 PhillipCapital Your Partner In Finance  
 FULLERTON FUND MANAGEMENT  
 APS In search of alpha  
 Allianz Global Investors  
 DWS INVESTMENTS  
 NATIXIS INVESTMENT MANAGERS  
 BNP PARIBAS ASSET MANAGEMENT  
 UBS Global Asset Management  
 nikko am Nikko Asset Management  
 eastspring investments  
 Janus Henderson INVESTORS  
 Fidelity WORLDWIDE INVESTMENT  
 AXA WEALTH redefining standards Deutsche Asset Management  
 LYXOR ASSET MANAGEMENT  
 UOB Asset Management  
 LEGG MASON GLOBAL ASSET MANAGEMENT  
 NN investment partners  
 First State Investments

# My Professional Indemnity Insurance



WHAT?



DIFFERENCE?



WHY DO I  
NEED?



WHY THIS  
PLAN?



HOW IT  
COVERS ME?



APPLICATION  
PROCESS



USEFUL LINKS



# What is this insurance?

- Also known as **Professional Liability**
- Arising out of the provision of (or failure to provide) Professional Services to their clients
- Only covers **civil cases**, does not cover criminal cases
- Claims must be made **by a Third Party** (usually the insured's client)
- Covers the insured for **liability of the financial loss** suffered by the Third Party
- Claims-made Basis – claims that are made and **reported during the policy period only** and not once the policy period is over

# Difference between PI & D&O

## Professional Indemnity

- The Services and advice that you provide (Professional Services)
- Protect the company in event of claims made by clients / third parties

## Directors and Officers (D&O)

- How you carry out your duties as a Director/Officer of the company
- Protects an individual in the event of claims made against him/her (for alleged wrongful acts in their capacity as a Director or Officer)

# Why do I need it for my business?

## Contractual Obligations

- Tendering for business
- Pre-requisite requirements



## Financial Protection

- Attending to suits/court cases – can be expensive and time-consuming
- Allows the Coach to bounce back to running the businesses despite on-going disputes/cases

# Why do I need it for my business?

## Reputation Protection

- Insurer's claims team conducts the claim process efficiently and discreetly to safeguard your reputation



## Customer Protection

- Provides peace of mind to coaches, allowing you to focus on what's important – servicing your clients



# Why do I need it for my business?

## Litigation Environment

- Increasing economic interdependency and culture exchange between the West and East
- Contributing to higher claims awareness among professionals like yourself



# Why is this plan being recommended?

- A very simple and streamlined proposal form
- Pre-determined premium, retention and terms for companies with a low PI risk exposure
- Based on client's revenue size, industry and limit selected
- Coaches can be placed under the Miscellaneous Trade, subjected to specific types of coaching
- Should your company not be eligible under this plan, a custom quote with full underwriting process is required

# How does a PI Insurance cover me?

- Civil Liability
- Intellectual Property Infringement
- Defamation
- Data Protection Breach
- Lost Documents – Destruction, damage to, loss, erasure or misplacing
- Internet Liability
- Fraud/Dishonesty of Employee
- Defence Costs

## Business Insurance

As a business owner, your company faces different risks every day. The purpose of insurance is to help protect your business from these risks.



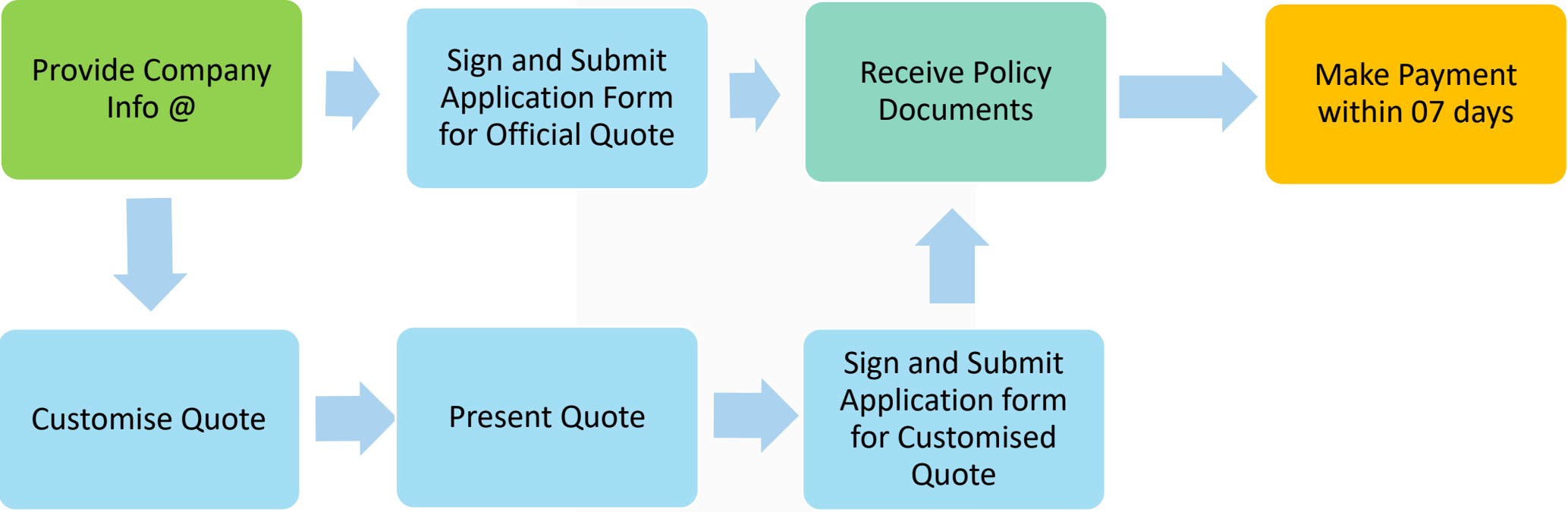
# How does a PI Insurance cover me?

- Inquiry Attendance Expenses
- Property Cover for Lost Documents
- Automatic New Subsidiaries Coverage
- Advancement of Defence Costs
- Insured's economic interest in Joint Venture
- 6 months extended reporting period
- Previous Business Name
- Key Man Loss
- Reputational Crisis





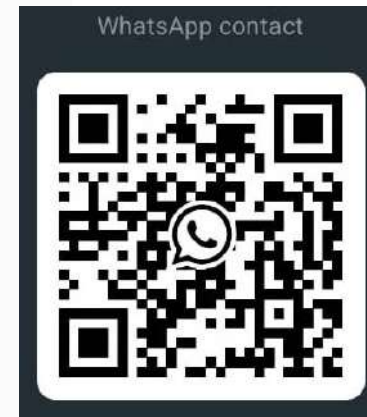
# Application Process



# Useful Links

- Google form for raising query
  - <https://forms.gle/qwTCr5ZDU6BSQBi18>
- Download the application form
  - [shorturl.at/kvJ58](https://shorturl.at/kvJ58)
- FAQs
  - [shorturl.at/rLWX5](https://shorturl.at/rLWX5)

- Contact us:





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**Thank you for having us to work with you..**

Thank you

QUESTIONS?