



# **7 RULES OF EFFICIENT AIRCRAFT INSURANCE**

Johannesburg 2016



## **7 rules of efficient aircraft insurance**

1. Start in advance
2. Understand the market
3. Use smart strategy
4. Present yourself
5. Read contracts
6. Be prepared to deal with claims
7. Invest in relationships



## 1. Start in advance





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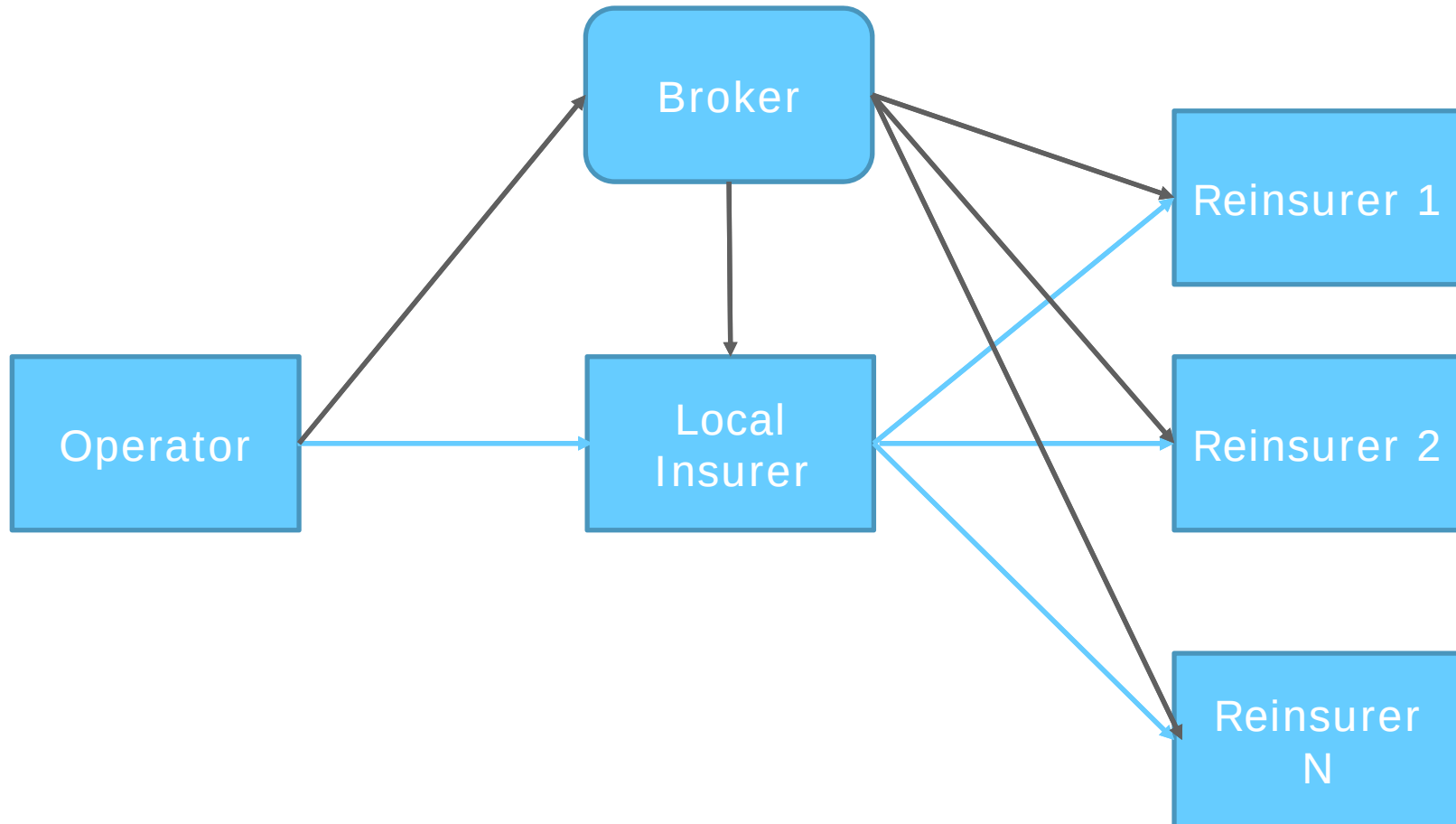
Well done! But:

- 1) The price... ☹️
- 2) Scope of coverage... ☹️
- 3) Your image... ☹️
- 4) Nerves... ☹️

So, Rule 1: Start to think of insurance in advance.



## 2. Understand the market







## 2. Understand the market





### 3. Use smart strategy

YES



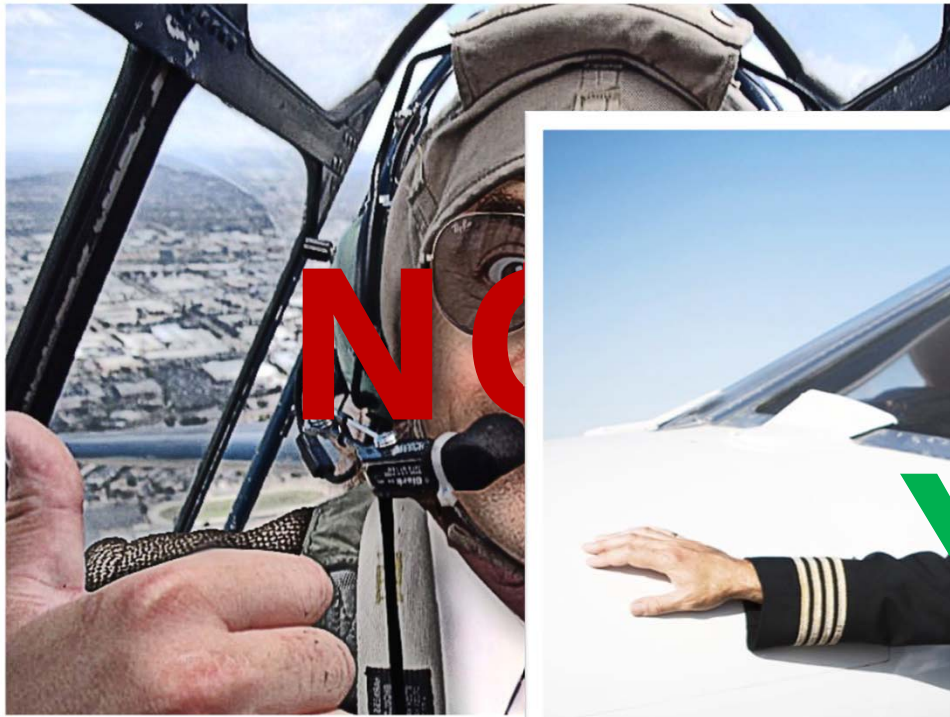
NO





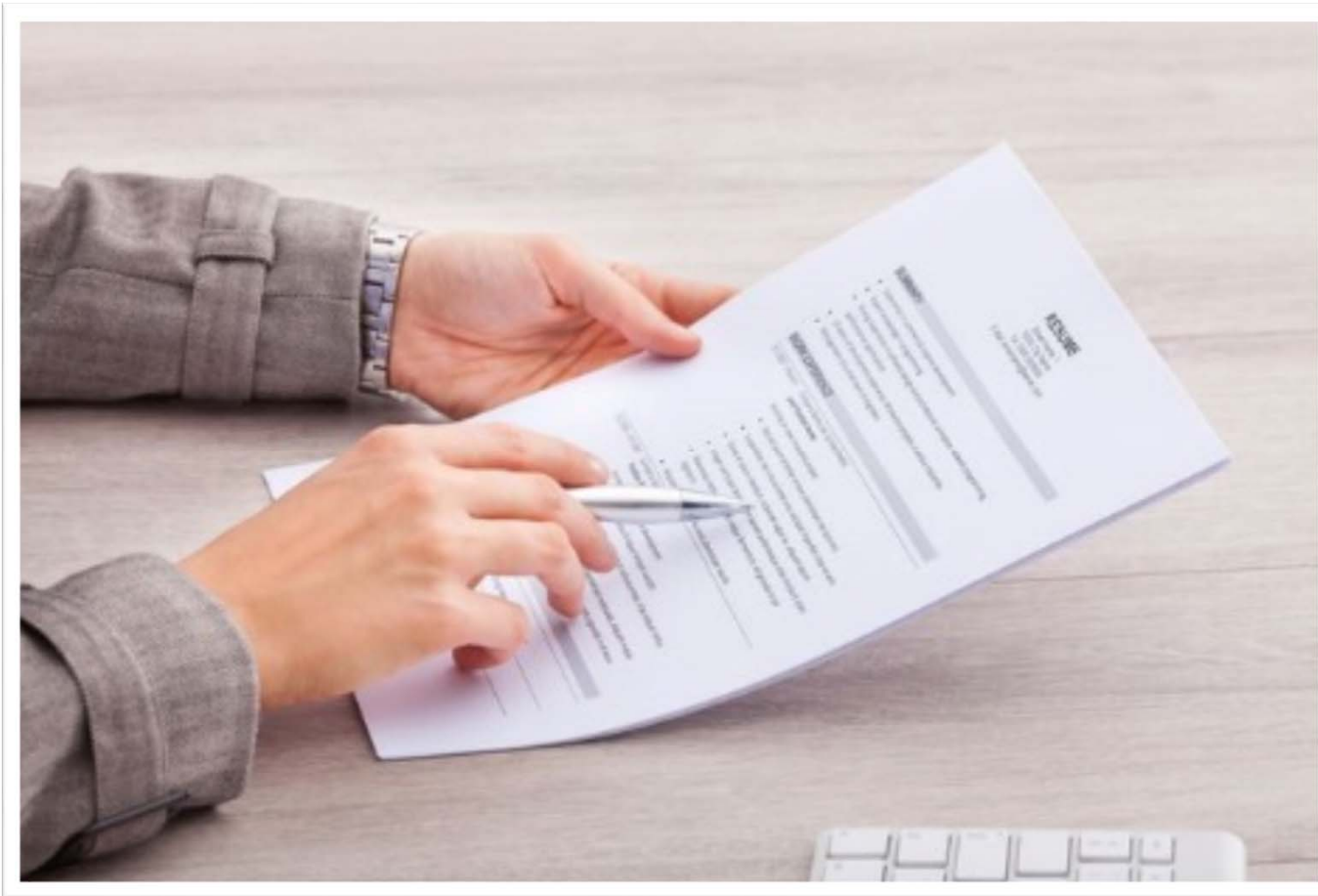


## 4. Present yourself



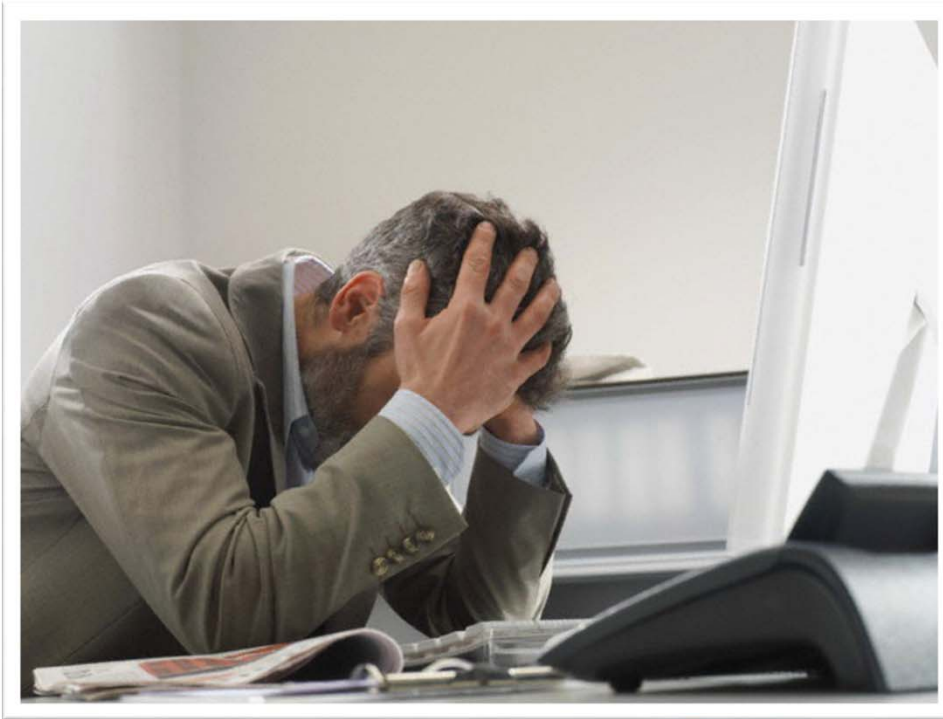


## 5. Read contracts





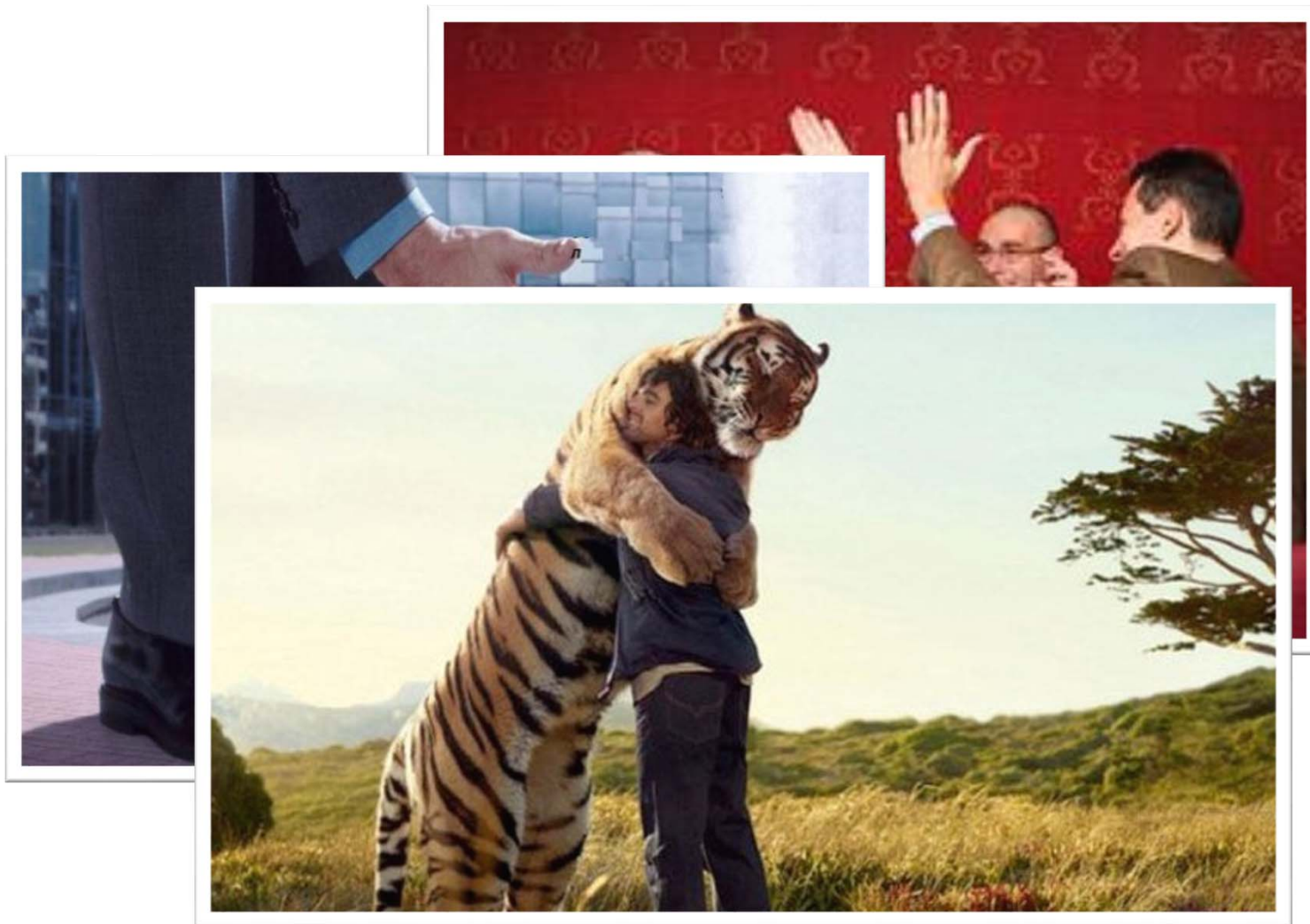
## 6. Be prepared to deal with claims







## 7. Invest in relationships





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**MAKING SKY A  
SAFER PLACE**

