



*Fast***Track**insurance

S U P P O R T I N G N Z R A C I N G



BrokerWeb
RISK SERVICES

The Initiative:

FastTrack is an initiative, using insurance specifically designed to.....

raise horse racing stake monies

Brand:



Promotion:

FastTrack is the promotion of domestic insurances to the Racing Public. These include:

- House
- Contents
- Cars (Motor Vehicles)
- Rural
- Boats
- Whilst we are not actively promoting, we can handle any line of insurance, including Bloodstock, Commercial, even Life

Important Points:

FastTrack is not designed to create conflict:

- Nothing to do with the insurance of Club Assets.
- No clash with existing sponsors.
- Unfettered new monies which should in fact enhance current sponsors, not harm them.

Insurance Providers?

- Insurance will be placed through reputable NZ based insurance companies with a Standard and Poor's Financial Strength Rating of not less than an "A" grade
- The FastTrack team work with insurance providers to obtain better covers with the aim to match or better the cost of the customers current provider
- Insurance providers not restricted to, but include: NZI, Vero, QBE



Stake Money Funding:

- Money goes directly to stake money only
- Customers select their chosen Club and a portion of their premium is paid to that Club annually
- Funds will be collated by Clubs in 2016/17 and utilised in 2017/18
- The individual contribution to racing varies because each premium is different based upon selected levels of insurance cover and other individual rating factors, but here's a total average example, based upon *“2,000 customers with FastTrack, on average premiums, generates over \$500,000 to racing stakes- EVERY YEAR”*

HRNZ Funding Structure:

The proposed structure is that funds will be distributed to Clubs based on the customer selecting the Club they would like to support.

Funds collated in 2016/17 will be utilised at FastTrack bonus meetings in 2017/18:

- One meet per Club
- Funds available per Club will be split over and added to all winners stakes at that meeting
- Stakes supplement- thereby not taxable in hands of the recipient
- Clear and transparent summary reporting to Clubs annually

Why FastTrack?

- We all pay domestic insurances anyway, so why not switch to FastTrack and support the industry you love rather than paying money to any old insurance company?
- If FastTrack can match or better your current provider “WHY WOULDN’T YOU” switch to FastTrack?
- Paying money strictly to stake money will result in better return for Owners, Trainers, Drivers and industry personnel and ultimately invigorate the industry.

Marketing Plan:

Extensive National and Local marketing plans have been developed and we will work with your Club to tailor plans to suit. These will include:

- HRNZ databases
- Social Media
- TV & Radio Trackside (new TVC and Pick 6 sponsorship)
- FastTrack Ambassadors, to include industry heroes and mainstream sports stars
- Nationwide promotions
- NZRB promotions nationwide
- Club by Club marketing plans
- Stakeholders
- Polo, Equestrian and alike

Example Call to Action:



We understand the importance of making switching to FastTrack as simple as possible so we have developed a strong “call to action” that will only take 2 minutes out of people’s day to start the process, this is:

“Simply scan or take a snap of your current insurance policy and email it to info@fasttrackinsurance.co.nz to receive a quote”

Alternatively customers can:

Speak to a specialised FastTrack Team member on 0800 722 369

or

Complete forms on-line at www.fasttrackinsurance.co.nz

or

Request a visit from a FastTrack Broker



Broker Web Risk Services Ltd:



BrokerWeb are an independently owned New Zealand insurance broking house, formed in 2006 which now has 6 regional offices and over 100 employed insurance professionals.

HRNZ has chosen BrokerWeb Risk Services to manage and run the important FastTrackinsurance initiative

FastTrack Service:

We understand the importance of providing variety in our service options to ensure customers can switch to FastTrack with ease and satisfaction, so we have the following set up:

- A dedicated FastTrack website
- The ability for customers to simply scan or take a snap of their current policies, email it to us (this would take just 2 minutes!!) and we can use this information to begin to provide a quote.
- An 0800 number so that customers can talk to the FastTrack Team



FastTrack insurance
SUPPORTING NZ RACING






Win an iPad Air 2 with

*FastTrack*insurance

Why wouldn't you?



Simply scan or take a
snap of your current policy
& email to
info@fasttrackinsurance.co.nz
to receive a quote and
you're in the draw!

* terms and conditions apply



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Competition closes 31/08/16



Concluding Points:

- There is no question that this is a unique, positive initiative designed to truly benefit the industry we all love.
- We must promote and support this together.
- We don't need everyone, no compulsion, but every dollar counts - not to think like an "election", my vote won't count.
- The Racing Minister has been informed and the industry is being seen to do something for itself.
- Lastly the only reason this will not be successful is due to apathy!