

Recruitment and Workforce Services industry paying for insurance cover that doesn't fit

RCSA launches RCSA Insurance for Corporate Members

8 August, 2016: The peak body for the recruitment and workforce services sector believes a lack of understanding by insurance providers about the unique nature of the industry is resulting in a large number of firms paying for insurance cover that doesn't fit.

Announcing the launch of RCSA Insurance, an insurance service for RCSA members provided by Ardrossan Insurance Brokers, CEO of the Recruitment & Consulting Services Association (RCSA) Charles Cameron noted that many insurance providers do not fully understand the recruitment and workforce services industry when calculating premiums.

"We operate in a unique and complex industry in which the risk reduction strategies of clients are increasingly complex and this spells trouble for firms with the wrong cover" said Mr Cameron.

RCSA Insurance will offer members a guaranteed 15% premium reduction (*conditions apply*) on insurance cover including Public Liability and Professional Indemnity and Property and Business Interruption, as well as for rapidly growing areas of risk such as Cyber event protection.

"RCSA Insurance will assist both members and their clients, as we can now provide expert advice about individual insurance arrangements, along with a guaranteed 15% premium reduction for insurance cover that meets the unique needs of our industry," said Mr Cameron.

With over 10 years-experience working with the recruitment and workforce services industry, Director of Ardrossan Insurance Brokers, Mark Laudrum is considered an industry insider.

As RCSA members operate in virtually every sector of the economy, Mark believes that Ardrossan has a responsibility to provide cover that is designed correctly to protect RCSA members and the businesses and workers they deal with every-day.

"This partnership is very pleasing as it enables us to provide cover that values the years of experience, and the extensive quality and safety accreditations as well as the other risk mitigation measures that RCSA members put in place," said Mr Laudrum.

"We look forward to working with RCSA members to address their often complex requirements for cover. Increasingly members of RCSA are seeking advice in formulating their responses to tenders and proposals that overlook the real costs that members actually have in supplying a service".

(Conditions apply: Member of RCSA, appointing RCSA Insurance as your broker, no significant business changes in the last 12 months (i.e. turnover growth less than 15%, no claims, no new activities), total gross turnover less than \$100m (premium reductions will be negotiated on a case by case basis for members with gross turnover greater than \$100m), 15% premium reduction does not apply to workers compensation premiums.)

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About RCSA Insurance

RCSA Insurance is an insurance service for RCSA members provided by Ardrossan Insurance Brokers. The service offers a guaranteed 15% premium reduction (*conditions apply*) for insurance cover that is designed to meet the unique needs of the employment services industry. Every dollar spent with RCSA Insurance will help RCSA continue to fight for members.

About RCSA

The Recruitment and Consulting Services Association (RCSA) is the leading industry body for the recruitment and workforce services sector in Australia and New Zealand. With over 3,000 corporate and individual Members, the Association sets professional standards, conducts research, educates and develops members' skills, monitors industry development and lobbies governments on issues directly affecting members.

About Ardrossan Insurance Brokers

Ardrossan is led by Mark Laudrum and Nick Harvey. Prior to establishing their independent broking consultancy, both had built extensive experience working within the world's largest insurance broking companies. In devising solutions to complex risk and insurance issues, Ardrossan has gained the expertise to develop processes that set them apart from conventional insurance brokers.

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