

# 360 Farm & Regional. Understanding the needs of Rural Brokers & Clients.

**360 Farm & Regional Pty Ltd** was born out of the constant frustration Brokers experience when transacting farm insurance through the current market providers. We are an underwriting agency specialising in packaged Farm Insurance to regional Australia. Our highly skilled team of underwriters are underpinned by continuous investment in our leading technology platform allowing us to provide Brokers with a superior level of service throughout the entire policy cycle. Our on-farm experience drives our desire to create solutions for our Broker partners, ably supported by ground breaking claims service tailored to regional Australia.

## What makes 360 Farm & Regional different?

- + Full **electronic** policy administration platform offering speed, flexibility and streamline processing;
- + **Experienced** team of Regional Managers with Nationwide servicing capabilities, accessible when you need them;
- + QBE Insurance (Australia) Limited Capacity. QBE is Australia's largest international general insurance and reinsurance group, and one of the largest insurers and reinsurers in the world;
- + QBE's dedicated claims team helps your client get back to work **as quickly as possible**;
- + Along with their in-house expertise, QBE work with a **national network** of tradespeople and suppliers – so they'll get things sorted locally when they can;
- + Broker **exclusive** distribution.

## Our People



### Lori Messori

Head of Farm & Regional

**Tel.** 02 9056 1473

**Mob.** 0449 035 444

**Email.** lori.messori@360uw.com.au

Lori brings over 37 years sales and management experience in General Insurance to the 360 Farm and Regional Business. He has worked for leading global insurers and brokerages throughout Australia, which is reflected in his extensive broker networks.

As well as a proven track record in developing strategy and driving profitable growth, Lori has an extensive understanding of the Rural and Regional sector of the Australian Insurance market. He brings a wealth of experience, vision and passion to the development of the 360 Farm and Regional initiative.



### Ross Butler

National Underwriting Development Manager

**Tel.** 02 9056 1462

**Mob.** 0418 620 077

**Email.** ross.butler@360uw.com.au

Ross has an extensive agricultural background and comprehensive knowledge of the industry. He brings to the table a wealth of experience dedicated to specialist agricultural insurance.

Ross carries a sound understanding of all facets of the insurance industry including claims, distribution, technical and product areas. This knowledge has been a pivotal part of his success in understanding the needs of Farm intermediaries.

## Regional Managers



### Anita Goodman

Regional Manager – VIC

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### Lorinda Webster-Brooking

Regional Manager – QLD

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### Clare Smith

Regional Manager - WA

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### Rebecca Hawkins

Regional Manager - NSW / ACT

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## Products

### 360 Farm

<b>Part A - Farm Protection</b>	<ul style="list-style-type: none"> <li>+ Replacement cover for Home and Farm</li> <li>+ Incidental Farm Contracting up to \$200,000 turnover (case by case)</li> <li>+ Mobile Farm Property</li> <li>+ Burglary</li> <li>+ Farm Interruption</li> <li>+ Machinery &amp; Electronics</li> <li>+ Transit cover</li> <li>+ Equine cover</li> <li>+ Home Buildings and Contents Cover</li> <li>+ Personal Liability</li> <li>+ Valuables</li> <li>+ Motor</li> </ul>
<b>Part B - Farm Liability</b>	<ul style="list-style-type: none"> <li>+ Property Damage, Personal Injury, Products Liability</li> <li>+ Care Custody &amp; Control \$250,000</li> <li>+ Defence costs in addition to the Liability Limit</li> <li>+ Flexible excess options</li> <li>+ Aerial Crop Spraying extension available</li> </ul>



*As an agricultural underwriting agency, we aim to be digital leaders in the intermediated Australian insurance market.*

## Our System

All farm business is transacted electronically through our 360 Compass Web Portal.



Please contact a 360 Farm Representative to arrange your login or should you wish to learn more.

**DISCLAIMER.** The information contained in this document is intended as a guide only and does not take into account any individual circumstances. These features and benefits are provided under the 360 Farm & Regional Product PDS and Policy Wording. Before deciding to purchase any of these insurance products you should consider the TMD, the PDS and Policy Wording



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