



# JLT DISCRETIONARY TRUSTS

## JLT DISCRETIONARY TRUSTS COMMITMENT AND INNOVATION

### HOW DOES A DISCRETIONARY TRUST WORK?

A Discretionary Trust is always structured to match the needs of its members and their clients. Fundamentally, it is designed to build an initial layer of funds to pay for the majority of everyday losses. Insurance is then purchased to protect members for losses above this layer.

The members of the Trust make contributions to a fund, which is then held in a designated bank account for the benefit of members and managed by a Trustee. The funds are then utilised to:

- Meet claims
- Purchase insurance protection above the initial layer

- Cover the costs of establishing, managing and administering the Discretionary Trust facility

- Return surplus benefits

Surplus profits are distributed to members each year in the form of Discounts on future costs, or alternatively they can be used to fund other activities such as risk management and promotional seminars to educate members of the Trust and help reduce costs and claims.

### WHAT TYPE OF RISKS CAN A DISCRETIONARY TRUST PROTECT AGAINST?

In addition to more familiar covers usually seen in conventional insurance programs, the Discretionary Trust can be designed to potentially address any types of exposure, often beyond the scope of what is normally available from the traditional insurance market.

Regardless of whether you represent an independent business, a trade body or association or any other form of collective group, we understand the commitment you have to your organisation and its members and the exposures you continually face.

Our aim is to deliver a risk management solution that offers you the widest possible protection, backed by exceptional customer service and which allows you to focus solely on your business and its customers or members.

## FOR A FRESH APPROACH TALK TO THE JLT DISCRETIONARY TRUSTS TEAM:

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## ABOUT JLT

JLT is an international group of Risk Specialists and Employee Benefits Consultants and one of the largest companies of its type in the world.

We offer a distinctive choice to our clients and partners through our combination of specialism, innovation and geographical reach.

We bring the best of JLT to all of our clients through collaboration and operate with autonomy and flexibility.

We have the scale to provide solutions to the complex demands of the world's leading companies and to deliver global servicing whilst recognising that the needs of each of our clients are unique. By developing highly specialised services, we provide our clients with a depth of expertise and experience.

The value we create is driven through the personal determination of our 9,100 highly motivated and skilled people.

## LOCAL KNOWLEDGE

In Australia we employ more than 890 highly motivated industry professionals across all states and territories. Our strength is in providing tailored, innovative solutions for insurance and reinsurance needs of companies and individuals in Australia.

## JLT DISCRETIONARY TRUSTS COMMITMENT AND INNOVATION

JLT Discretionary Trusts have been operating throughout Australia since 1986, providing our clients, their customers and members with a unique alternative to traditional insurance.

We work closely with each of our clients and invest the time to ensure that we fully understand their requirements and deliver a solution specific to their particular needs.

The JLT Discretionary Trust is exclusively available through JLT and presents organisations and groups of individuals with an innovative and cost effective solution to protect them from risk and uncertainty- even in the most challenging market conditions:

- Flexible Structure - offering organisations greater control over how they manage their risks
- Broad Ranging Cover - specific to each target sector and often protecting risks beyond the scope of traditional insurance
- Competitive Terms
- Members may share in surplus profits
- Rewards for good risk management
- Dedicated and responsive claims team
- Discretionary Claims Decisions

The Discretionary Trust provides its members with a highly sophisticated instrument for addressing identified exposures, using an alternative risk transferring vehicle that has been actuarially constructed and is professionally managed.

