

# Broadacre Quoting – New Season vs. New Business

## Laserbeam

To provide a historical record for our mutual clients, we request that if the insured has held cover with your brokerage and us in the prior season, that terms are quoted as a **“New Season”** rather than a New Business. This allows for the policy number to remain, and we are able to clearly see and provide historical data for the insured.

### When to process as New Season quotation

- › When the insured has held cover with Rural Affinity via your brokerage in the season directly prior.
- › Not 100% sure? You can search your client via the **“Renewals Due & New Seasons Due”** tab, if the insured held cover with us the season prior their policy will show here, with the option to click **“New Season”** to begin quoting.

### What to do when Laserbeam says “Policy is Locked”?

- › Get in touch with the team and we’ll be able to review and advise.
- › The most likely cause for this is due to an ongoing claim for the prior season, we can then manually open the **“New Season”** quotation for you.

Policy Renewals Due & New Seasons Due /

BRO-537224 [Search] [Recent] [No] [Create New Quote]

Hide when Docs Sent [broker@ruralaffinity.com.au]

ID	Number	Insured	Product	Type	Inception	Effective	Expiry	Title
537253	BRO-537224	WINTER BRO	Broadacre	New Business	31 Mar 2023	31 Mar 2023	31 Mar 2023	<a href="#">View</a> Policy is Locked

### How to process a New Season Quotation

- › Please refer to page 2 of our instruction sheet linked [here](#).

### When to process as New Business quotation

- › When the insured is a completely New Business to Rural Affinity and/or they have not held a Broadacre policy in the season directly prior.

# Processing a New Business Laserbeam

After logging in (<https://Laserbeam.live>), please proceed with the following steps:

- From either the **“Home”** or **“Current Quotes”** tab, click on the **“Create New Quote”** button upon the top right corner.

- Select Broadacre.
- **Please DO NOT** “Add New Client” before searching for your client first.
- Begin typing your insureds name (*this does a quick check of the system in case the insured was with us last season*).
- If a New Season Quote pops up for the insured, select *Option A – New Season*.

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- If not, proceed with *Option B – Create New Business Quote*.
- If the system does not recognise your client – please check the spelling and/or any other versions of the insured name they may use. If no results, click **“Add New Client”** and follow the prompts.

- You will then be taken into the quote for your client.
- Follow the tabs in order to complete your quotation, remembering to review and update the **“Disclosure”** tab.

To review a step by step run through, please [click here](#).