



A MODERN APPROACH TO **Business Insurance**

WHO WE ARE

While Smith & Lane take a modern approach to business insurance, we value traditional methods of doing business like building strong relationships with our customers, and providing a consistently high level of service.

Our goal is to set you up with insurance that takes away the worry of not being covered if something happens to your business.

As insurance specialists, we have extensive knowledge and experience in a vast range of sectors and regularly deal with small businesses up to large enterprise.

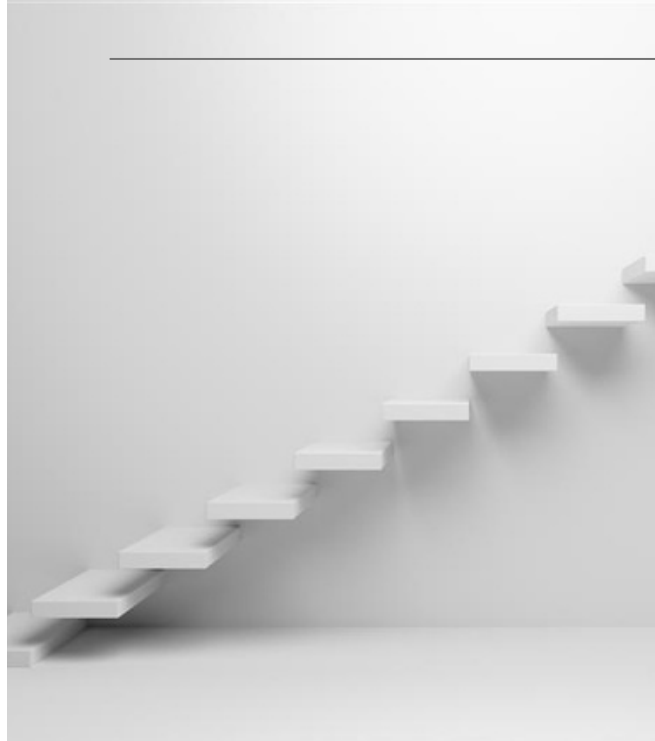
But more importantly, we value plain talk and are committed to cutting through the confusion to explain insurance to you in simple terms.

At Smith & Lane we make sure that we give realistic information about how long things will take, and that we always do what we say we will.

We have a tailored approach and are happy for any curious business owner to contact us for no strings advice and an initial chat. We are genuine insurance advisors with a focus on the right information as well as the right price.



Smith & Lane Insurance is an Authorised Representative of Insurance Advisernet Australia Pty Ltd, AFSL 240549, one of Australasia's largest General Insurance Brokers. CAR No: 1285316



OUR SERVICES

- **BUSINESS PACKAGE**
- **PUBLIC & PRODUCTS LIABILITY**
- **BUILDERS WARRANTY**
- **CONTRACT WORKS**
- **COMMERCIAL MOTOR VEHICLE INSURANCE**
- **PLANT, TOOLS & EQUIPMENT**
- **PROFESSIONAL INDEMNITY**
- **HOMEOWNERS & LANDLORDS INSURANCE**

SARAH
GARDINER-SMITH
Principal

PETER LANE
Principal



To find out about our packages and coverage, contact us today.

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MEET OUR ADVISERS



PETER LANE

Adviser ASIC Authorised Rep no. 1285495

Peter has been in the business insurance industry since 2011 and holds a Bachelor of Business. He has negotiated on behalf of a wide range of businesses in the construction, manufacturing and corporate sectors.

He gained his strong industry experience as an underwriter for a well-known large multinational insurance organisation - assessing large, complex credit risks amongst other challenges.

With a past role as a senior builder's warranty underwriter, and running his own exclusive, successful underwriting scheme, he is regarded highly for his ability to sort out Builder's Warranty insurance issues and make the process of gaining, renewing or extending limits easy.

In addition to his builders warranty experience, he has also managed a diverse portfolio, spanning from SME to corporate clients across multiple sectors.

He has a unique ability to offer frank advice and to explain insurance in clear and direct terms.



SARAH GARDINER-SMITH

Adviser ASIC Authorised Rep No. 1285496

Sarah has been in the business insurance industry since 2009, having worked with small business, commercial and corporate files across several industries.

Prior to her role as managing director at Smith & Lane, she held a senior executive role within a suburban broking firm, while simultaneously managing a portfolio of corporate clients, and managed two insurance broking teams.

Sarah's exposure to different products and industries is vast. She has particular expertise in the construction and high risk liability sector and is well known for her ability to make organising new insurance easy, whether by a quick phone call, helping complete paperwork, or providing you with specialist advice.

Further to her background in broking, Sarah's on the ground experience includes roles heavily involved in staff management, sales, strategic business planning and negotiating. She also has a strong history in implementing schemes and binders and managing external stakeholder relationships.

Sarah is happy to be contacted by businesses both large and small for independent, realistic advice or to help untangle the confusion around insurance.

TESTIMONIALS

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Peter and Sarah have been like an extension of our business since coming onboard. They understand the importance, and urgency, of our insurance requirements and I have often called on them at a moment's notice to request something that they attended to immediately. This level of service is unlike what I have experience in the past and I feel truly grateful that they are a part of our team. Thank you Peter and Sarah for your spot-on service, professionalism and guidance.

Sarah Alizzi CA | CFO/Operations Manager | Ridgewater Homes

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I have had the pleasure of working with Peter and Sarah from Smith & Lane for several years on mutual clients, particularly in regards to builder's warranty insurance. For our Builder clients, the managing of their Builder's warranty insurance has become such an important part of their on-going business needs, requiring advisors to work closely together. Peter's experience and approach to builder's warranty insurance makes this process so much clearer, he is always happy to discuss and answer questions to help find a solution for a client. I cannot recommend them highly enough for their knowledge, professionalism, and ease to deal with.

Nick Hill | Director | Business Services

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I appreciate the knowledge and thorough advice Sarah and Peter have always provided throughout my many years working with them. As the owner of a business performing high risk activities, no detail is too small. I have a number of complex policies in place and these are subject to change as my business grows and ventures into new areas. Sarah makes herself available to answer any queries I have and her experience with high risk and the height safety industry means that she has a comprehensive understanding of my businesses risk and exposures, and can tailor my programme accordingly.

Dane Butler | Managing Director | Briteway Australia

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