

More Choices, Better Coverage

Travel Guard®



We offer a number of travel insurance plans for your clients. The portfolio of package plans ranges from our most comprehensive coverage available in the Platinum plan to our most affordable plan – Basic.

	BASIC	SILVER	GOLD	PLATINUM
Trip Cancellation*	✓	✓	✓	✓
Trip Interruption*	100% of Trip Cost	100% of Trip Cost	150% of Trip Cost	150% of Trip Cost
Trip Interruption – Return Air Only	\$500	\$500	\$750	\$1,000
Financial Default (when purchased within 15 days)		✓	✓	✓
Terrorism	✓	✓	✓	✓
Pre-Existing Medical Condition Waiver (when purchased within 15 days)		✓	✓	✓
Trip Delay	\$500 (\$100/day)	\$500 (\$100/day)	\$750 (\$150/day)	\$1,000 (\$200/day)
Missed Connection			\$250	\$500
Baggage and Personal Effects	\$500 (\$50 ded.)	\$750 (\$50 ded.)	\$1,000	\$2,500
Baggage Delay	\$100	\$200	\$300	\$500
Accident Sickness Medical Expense**	\$10,000 (\$50 ded.)	\$15,000 (\$50 ded.)	\$25,000	\$50,000
Emergency Evacuation and Repatriation of Remains**	\$100,000	\$150,000	\$500,000	\$1,000,000
Accidental Death & Dismemberment			\$10,000	\$50,000
Flight Guard®	Optional	Optional	Optional	Optional
Car Rental Collision Coverage	Optional	Optional	Optional	Optional
Medical Expense Coverage Upgrade				Optional
Emergency Evacuation Upgrade		Optional	Optional	
Cancel for Any Reason			Optional	Optional
Cancel due to Work Reasons			Included	Included
Emergency Travel Services	✓	✓	✓	✓
Concierge Services		✓	✓	✓
Identity Theft			✓	✓
Roadside Assistance				✓
Children 17 or under – no additional cost		One child per adult	All children with insured adults	

FOR AGENT/BROKER USE ONLY. NOT FOR PUBLIC DISTRIBUTION OR SOLICITATION.

*Coverage only applicable to prepaid, non-refundable trip costs identified on the enrollment form and if the required plan cost has been paid.

** Trip must be overnight and Destination must be at least 100 miles from the Insured's Primary Residence.



Products: NW6600/PI6600/AK6600/CO6600, NW6700/PI6700/AK6700/CO6700,
NW8838/PI8838/AK8838/CO8838 and NW7838/PI7838/CO7838
Not applicable to residents of WA, MT, NH and NY.



Offering Travel Guard Insurance Plans and Closing the Sale



Options

■ Sometimes the best-planned trips can go wrong with flight delays/cancellations, lost luggage and even unforeseen medical emergencies. We offer Travel Guard travel insurance plans to cover unexpected expenses. **May I add this valuable coverage to your booking today?**

■ Our travel insurance provides coverage for you from the time you leave home until you return. By purchasing now, you may relax knowing you can be covered in the event the unexpected happens. **May I add this coverage for you today?**

■ Most trips result in wonderful memories. But, on occasion, unexpected events can leave you with unplanned expenses. Travel insurance is an excellent way to cover the trip investment you've made in your upcoming trip. **May I add this coverage to your booking?**

■ Travel insurance may cover your travel investment should the unexpected illness of you, a traveling companion or family member force you to cancel your vacation. Additional benefits are included when you purchase the plan **within 15 days** of booking your trip. **May I add this valuable coverage to your reservation today?**

■ We care about the well-being of our customers so we offer our customers an opportunity that may help them travel with added confidence. Travel Guard travel insurance plans provide 24-hour assistance services for you and your family while traveling. We recommend all of our customers purchase this plan. **May I add this to your booking today?**

■ In the event you might need to cancel your trip, you can be fully reimbursed for the pre-paid, non-refundable portions of your booking if you experience a covered loss, due to an unforeseen event such as illness or inclement weather. Travel Guard travel insurance plans provide a Satisfaction Guarantee if you choose to cancel the coverage within 15 days of purchase. **May I add this valuable coverage to your booking today?**

■ We offer Travel Guard travel insurance plans that provide valuable coverage for travel mishaps such as unexpected medical emergencies, flight cancellations, lost luggage and include 24/7 travel assistance. **May I add the insurance plan to your booking today?**

Overcoming an Objection: "Not right now."

✓ I understand your hesitation; however, by purchasing now, you receive a pre-existing medical condition exclusion waiver, which means if you have to cancel due to a pre-existing medical condition that you, your Travel Companion or Family Member has, you can be covered. Plus, you will have cancellation coverage due to other covered reasons. The waiver is only included when you purchase **within 15 days**, so I strongly recommend you purchase it today.

✓ I understand your hesitation; however, Travel Guard travel insurance plans have a 15-day Satisfaction Guarantee if you choose to cancel your coverage within 15 days of purchasing. **So may I add the plan to your booking after all?**

For additional assistance please contact your sales team, or call our World Service Center:

1.800.454.7107

Closing Statement Options

- **May I** add this valuable insurance plan to your booking today?
- **May I** add this coverage for you today?
- **May I** add this coverage to your booking?
- **May I** add this valuable coverage to your reservation today?
- **May I** add this to your booking today?
- **May I** add the insurance plan to your booking today?

FOR AGENT/BROKER USE ONLY. NOT FOR PUBLIC DISTRIBUTION OR SOLICITATION.

This is a brief description of the insurance benefits provided under policy series T30337NUFIC-TG. Insurance is underwritten by National Union Fire Insurance Company of Pittsburgh, Pa., a Pennsylvania Insurance Company (NAIC #19445), with its principal place of business at 175 Water Street, New York, NY 10038 and currently authorized to transact business in all states and the District of Columbia. The Policy will contain reductions, limitations, exclusions, and termination provisions. All coverages may not be available in all states.

