

WELCOME TO BUPA GLOBAL

Preliminary Questionnaire - Distributors

bupaglobal.com



Thank you for your recent enquiry. In order to consider an application we would ask that you fully complete the questionnaire below. This is to give us some general information about your company.

You will then be contacted by the relevant Business Development Consultant from Bupa (Asia) Limited (“Bupa Global”) to discuss your application. Please put as much detail as possible. Please add your company name, address and telephone number in your response.

1. Why do you have an interest in selling Bupa Global products and what has prompted you to contact us?

2. List the type of products that you currently sell/market (be specific; type of products, your core business, and the target markets that you sell in).

2a. How do you see our products supporting this?

3. What experience does your company have in selling healthcare plans?

3a. Does this include International private medical insurance (IPMI)? Yes No

3b. If it does include IPMI how do you currently market and develop this portfolio?

4. Do you have a network of offices and/or a field sales team?

5. In terms of lives, how many lives do you think you can produce within your first year of selling Bupa Global plans? Please let us know how you aim to achieve this.

6. Company & Contact Details

Company Name	
Address	
Post code	Telephone
Your Name	

7. If you are based in the UK

FCA number	
If registered with Bupa UK your ID number	

8. List all other names under which you have conducted business, including the time period for each.

Names	Period

9. Other agencies

Please provide details of any agencies held with other Insurers including Bupa Group.

Insurer	Address	Length of time approved	Products approved to sell	Registration number

10. Have you had previous product or sales training with any other insurers on international medical insurance?

11. What kind of training would you and your staff/team benefit from?

General services:
+852 2531 8570
Your calls may be recorded
and may be monitored.

Bupa Global
18/F Berkshire House,
25 Westlands road, Quarry
Bay, Hong Kong

Bupa Global offers you:
Global medical plans for
individuals and groups
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evacuation cover
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Health assessments
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Health centres
Health coaching
Health information
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Travel insurance