Overview
Guy Soussan, Philip Woolfson, and Algirdas Semeta have co-authored a “Handbook on Cross-border Insurance Distribution” with the European Federation of Insurance Intermediaries (BIPAR). The handbook helps insurance agents and brokers to determine the regulatory basis that applies to them when they are distributing, i.e. proposing or broking insurance, across borders in the European Union.

The handbook:
- focuses on non-life insurance;
- summarizes the relevant EU legislation, i.e. the Insurance Distribution Directive, for example the regulatory and legal consequences of cross-border activity;
- explains when distribution is cross-border, rather than domestic, including by analyzing practical situations and worked examples; and
- lists selected, additional matters that intermediaries need to take into account when distributing insurance across borders.

Click here to read the full handbook.