

# Chapter 6A

## Product specific rules

## 6A.3 Cross-selling

### Requirements where insurance is the primary product

6A.3.1

**R**

When offering a non-insurance ancillary product or service as part of a package or the same agreement with an insurance product, a *firm* must:

- (1) inform the *customer* whether it is possible to buy the different components separately and, if so must provide the *customer* with an adequate description of:
  - (1) the different components;
  - (b) where applicable, any way in which the risk or insurance coverage resulting from the agreement or package differs from that associated with the components taken separately; and
- (2) provide the *customer* with separate evidence of the costs and charges of each component.

[Note: articles 24(1) and (2) of the *IDD*]

### Requirements where insurance is the ancillary product

6A.3.2

**R**

When offering an insurance product ancillary to and as part of a package or in the same agreement with a non-insurance product or service, a *firm* must offer the *customer* the option of buying the non-insurance goods or services separately.

6A.3.3

**R**

■ ICOBS 6A.3.2R does not apply where the non-insurance product or service is any of the following:

- (1) *investment services or activities*;
- (2) a credit agreement as defined in point 3 of article 4 of the *MCD* which is:
  - (i) an *MCD credit agreement*; or
  - (ii) an *exempt MCD credit agreement*; or
  - (iii) a *CBTL credit agreement*; or
  - (iv) a credit agreement referred to in articles 72G(3B) and (4) of the *Regulated Activities Order*;

		<p>(3) a payment account as defined in regulation 2(1) of the <i>Payment Accounts Regulations</i>.</p> <p>[Note: article 24(3) of the <i>IDD</i>]</p> <p><b>General</b> .....</p>
6A.3.4	R	<p>This section does not prevent the distribution of insurance products which provide coverage for various types of risks (multi-risk insurance policies).</p> <p>[Note: article 24(5) of the <i>IDD</i>]</p>
6A.3.5	G	<p>In addition to the rules in ■ ICOBS 6A.3 <i>firms</i> should still comply with the other <i>rules</i> in <i>ICOBS</i> relating to the offer and sale of insurance products that form part of the package or agreement, such as those applying to price disclosure (■ ICOBS 6.1.13R), <i>optional additional products</i> (■ ICOBS 6A.2) and specifying the demands and needs of the <i>customer</i> (■ ICOBS 5.2.1R).</p> <p>[Note: article 24(6) of the <i>IDD</i>]</p>