

MONTHLY SUMMARY

#QotW

Quote of the week has proved to be very popular over the years, so I've decided that I want to do a monthly recap on the previous month's QotW, starting with March, just in case any of you missed them! March was a bumper month for Bishopsgate/Compass as we set about merging the 2 businesses and as the Hard Market ramped up and drove more business to London.

Now more than ever it seems necessary to try and define our appetite and what better way than examples of recent successes, so here are some of them that hit the headlines.

Ewen



“ For this QotW CLM's Property Team were approached by a broker in a bit of a quandary.

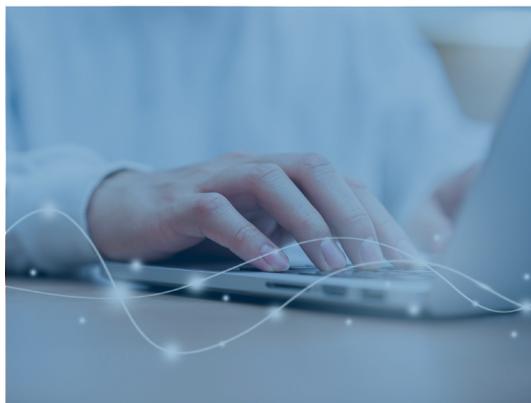
They had approached the London Market's via a different channel and believed the terms they needed were achievable, but just couldn't get anything confirmed.

CLM stepped in to review options and deliver some much-needed clarity and certainty allowing the broker to win a new client. CLM certainly know how to get a job done! ”

“ With more people working remotely it's topical that this week's QotW is for a supplier of fibre optic broadband.

The current brokers were struggling to place Material Damage for equipment and materials used in the installation.

Some high-speed thinking from the team meant the client could download the right solution from a CLM binder to protect their business and we even added in excess liability cover to boot. ”



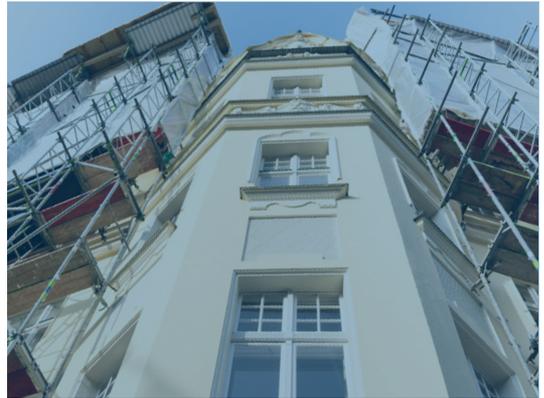


“ Our Contractors team sealed the deal for this week's QotW and came to the rescue when existing insurers couldn't provide cover for a contractor working in hazardous locations including canal embankments and locks.

The Contractor specialised in concrete repair, resin injection, and leak sealing, all areas we can provide cover for on our dedicated binders for EL/PL & CAR. ”

“ For this weeks QotW we were asked to look at a beautiful Grade 2 listed property that due to partial unoccupancy had been left a little unloved.

The owners planned to resurrect the building back to its former glory and we came up with a solution to provide cover whilst partially unoccupied and during the renovation work. ”



Contact Ewen Brown for further information



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