

MONTHLY SUMMARY

#QotW

Five Fridays in July means a longer round up this month and a good variety of “wins” for Compass London Markets and our supporting agents. Other than just trades I always like to try and look at common themes as to how we have managed to help brokers. The key factor that all of these examples have is that there was a challenge outside of just the insurance placement that we had to overcome. Whether it was convictions or little claims experience, collating risk information or overseas coverage, these are problems that most local markets often can’t solve, but we can.

As a bit of fun, I threw in a little musically referenced question. Did anyone spot it?

Ewen



“ We were asked to assist a broker in this week’s QotW with contractor’s insurance that they already held. The business was placed into London, but there were several other brokers in the chain all taking a slice of commissions and fees and ultimately making the placement not cost effective for the broker nor the client. We investigated the covers and with direct access to underwriters made savings for the client and a more direct route to market.

Who said you would never break the chain? ”

“ As summer’s here and staycations are the norm who doesn’t like a road trip?

We helped out in this regard with a quotation for a new self-drive hire business specialising in Campervans. We approached a specialist underwriter in the London Market who provided competitive terms to get the client up and running and out on the road. ”



