

Welcome to Insurance in Brief No.3 Spring 2011

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Welcome to the Spring edition of Insurance in Brief.



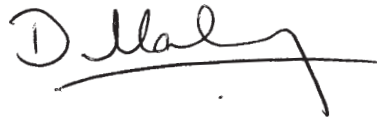
On 17th May we celebrated our 1st Birthday – and what a terrific year it has been! One year ago, Champion Insurance Brokers was established to address a need for professionally delivered, competitively priced commercial insurance products for new and existing Champion clients. Looking back over the last 12 months, I am confident we have not only met this need but exceeded it, having achieved our first year's target in just ten months.

During our first year we have had some fantastic feedback from our clients. Here's what Brian Armstrong, Director at Centum Construction Services Ltd had to say about us:

"We moved from our previous brokers to Champion as they were able to understand our business and put in place an insurance programme that suited our needs perfectly, whilst at the same time providing a premium saving. Furthermore, they have continued to save us money during the life of the policy by negotiating the full payment of a claim which the insurers had initially rejected. They have a pragmatic approach, are always extremely helpful when we have queries and I am delighted that we made the switch. I would have no hesitation in recommending them to anyone."

By partnering with key insurers, we have ensured that the right cover is made available at the right price to all of our new clients. And with a real focus on expert advice, coupled with the addition of Avril Parry as Claims Manager and more recently, Liam Maloney as Consultant to our team, I feel confident we now have the right formula to continue with this success into our second year.

I hope you find this issue of Insurance in Brief informative and if you have any insurance related queries, please do not hesitate to contact us on 0845 839 9086 and we will be happy to help.



Dan Maloney BA (Hons) ACII Chartered Insurance Broker
Managing Director
Champion Insurance Brokers

I PREDICT A RIOT



2010 was a turbulent year, ending on a low of social unrest. Strikes and protests caused major disruption to a number of businesses and services and given the continued economic uncertainty, further incidents can be expected in 2011. Is your business protected?

One incident in particular which affected the operation of local businesses for several weeks was the Millbank disturbance. The police and fire brigade closed down the whole Millbank site and access was denied to tenants and the public. Standard business interruption may not provide cover for an event like this. One occupier of the Millbank site had a business continuity plan in place involving moving work to another location, yet the event still had a significant impact with the reserve for lost business standing at £250,000. Other businesses near the Conservative Party HQ had no provisions in place, meaning they had to bear the full brunt of lost business themselves.

Another example of damage caused by locality to another site is the Buncefield disaster. It is unlikely that occupiers of the trading estate near Buncefield appreciated the devastating effect a fire in its storage tanks would have on their own livelihood. After five years, compensation arrangements are only now being completed. Some businesses have ceased trading.

Champion Insurance Brokers can help with the risk management of your business as well as finding the most appropriate insurance cover for your individual requirements and budget.

For more information, please contact us on

0845 839 9086 or e-mail **info@champion-insurance.co.uk**

COST OF CREDIT



CARL JONES discusses how you can ensure you are getting best value from your Credit Insurance...

During times of economic downturn and recession, credit insurance becomes both sought after and hard to come by. However, like many markets it is cyclical and competition quickly restores cover and softens rates.

Atradius and Euler Hermes are market leaders in this sector and the competition between them drives their competitors. Now is a great time to test the market to ensure you have the best value and cover available. There is even a "try before you buy" option with one underwriter where you can see how they perform with regards to all credit limits and unless it is satisfactory, you are not committed to continue with the policy.

Certain sectors in particular have had a tough time, particularly those selling into automotive, aviation and construction but this has improved significantly in recent months and all underwriters are very much "open for business".

Champion can access the full range of specialist credit insurance underwriters to suit any risk.

To find out more, please contact

CARL JONES on **0845 839 9086** or e-mail carl@champion-insurance.co.uk



A PERSONAL APPROACH TO PERSONAL INSURANCE

Since our inception, Champion Insurance Broker's key focus has been commercial insurance.

During the course of our first year however, our relationships with insurers have helped us to put in place a strong product offering for personal insurances such as household, motor, personal accident and unemployment protection. Although we cannot always guarantee to have the cheapest rates, we can guarantee good products, professional advice, personal service and, should the worst happen, assistance with claims.

We feel our services are particularly relevant to individuals with more complex needs such as those with higher value homes or contents. At Champion Insurance Brokers, we understand that you have worked hard to pay for your homes and possessions and want to ensure you have the right protection in place to cover them.

For help and advice on personal insurances, call one of the team today on 0845 839 9086 or e-mail info@champion-insurance.co.uk

Champion Insurance Brokers Expands Again

Due to continued growth, Champion Insurance Brokers is pleased to announce the appointment of LIAM MALONEY to the team as Consultant.

Liam returns to the insurance broking world after a year's sabbatical, having sold his own insurance broking firm, CCG Insurance Brokers to Callum Capital Ventures.

As Managing Director of CCG, Liam built up his business to be a respected and successful North West regional brokerage with a broad customer base and a niche for construction risks.

We are delighted to have Liam on board and with his extensive insurance broking experience, market knowledge and industry contacts he will prove invaluable as we look to build on our first year's success.



Chartered Status for Carl

We are pleased to announce that following his latest exam successes, Commercial Account Manager CARL JONES has passed the Chartered Insurance Institute's Advanced Diploma, thereby allowing him to use the designatory letters ACII.

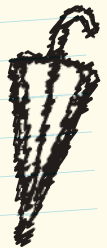
In addition Carl has applied and subsequently been accepted for Chartered status.

En route to completing the Advanced Diploma, Carl managed an impressive five distinctions and his exemplary performance has brought him to the attention of the Chartered Insurance Institute who have asked him to become a subject expert on the panels used to set future exam papers.

Both Carl and Champion Insurance Broker's Director Dan Maloney now possess full chartered status, demonstrating to clients and insurers the company's expertise and ongoing commitment to professionalism.

Carl commented, "Obviously, I am delighted with my results. Taking two exams at the same time was challenging, especially when fitting study in around work and family life. It's a great feeling to have completed the ACII and to be able to use the letters."

ACII - IMPORTANT!!!



INSURANCE N BRIEF

Champion Insurance Brokers

can arrange a wide range of insurance policies to suit your individual needs.

High Value Household and Motor Insurance

Public/Products Liability

Employer's Liability

Business Interruption

Contractors All Risks

Commercial Property Owners

Landlords Insurance

Unoccupied Properties

Motor Fleet

Professional Indemnity

Directors and Officers

Commercial Combined

Marine Cargo

Credit Insurance

Office Package

Shops and Salons

Motor Trade

Personal Accident

Travel Insurance

Meet the Insurance Team

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