



Corporate Manslaughter and Corporate Homicide Act 2007

Due to the ever changing legislative and regulatory world we now live in, as a sole trader, senior manager or director of a franchise or dealership, your clients are increasingly accountable for their decisions, approach and actions with particular regard to corporate governance, employment law, health & safety, etc.

This was also moved sharply into focus with the launch of the Corporate Manslaughter Act which came into effect on 6 April 2008. The onus is on senior managers to ensure their company is safe regardless of size, or face unlimited fines with the prospect that a health and safety conviction may severely impact on a company's ability to do business. Businesses must act honestly, in good faith and in the best interests of their company and ensure that there is no conflict of interest. Otherwise they face a real and growing risk of employees and other third parties suing them. This is as a result of shareholders and other third parties being more aware of their rights and lawyers increasingly acting on a 'no win no fee' basis.

Company officials found to have inadvertently acted outside the law or as a result of a decision they have taken whilst managing their dealership or franchise, resulting in a claim being made against them, could be liable for a hefty compensation claim being brought against them. To ensure that your clients have adequate cover for their business liabilities under the Corporate Manslaughter Act simply refer them to one of our experts at Higos.

Don't forget our Agent competition!
The Agent who submits the most new leads on Tracker which convert into business between 1st May & 31st July 2008 will win double their new business commission!

Higos Staff continue to show they are amongst the best in the industry

Kate Reilly, who is Branch Manager for our two sites in Glastonbury, has recently been awarded The Sheikh Abdullah Foundation BIBA Young Broker of the Year Award by the British Insurance Brokers Association. Kate won a cash reward, a trophy and a certificate signed by the judging panel of leading industry figures. This Award highlights quality characteristics such as performance, initiative, team spirit, personal progression and professional commitment, which Kate

has demonstrated since November 2000 when she joined Higos. In this time she has gained many qualifications including the Insurance Foundation Certificate and passed a Diploma paper every year until 2007 when she completed the Certificate in Leadership Management (ILM). Kate is just one of many Higos staff who are working to improve their insurance knowledge so that we can provide a top quality service to our agents.

KGM Taxi Policy

Many taxi drivers can find it very difficult to find competitive insurance for their work. At Higos we know that our new taxi policy could provide the answer to their needs. The new policy has been designed following feedback from the industry and includes

- Cover for damage to any taxi meter, two way communication equipment and satellite

navigation equipment permanently fitted to the vehicle

- Windscreen cover as standard
- Option to protect full no claims bonus
- Claims assist line operating twenty four hours a day, seven days a week

If you have any taxi drivers among your clients why not refer them to Higos next time their renewal comes up to see if we can provide better cover for them?

Agency Development contacts

Provide advice in helping you develop your business and increase leads.

Ian Brindley - Midlands & Wales

Agency Development Manager
Email: ian.brindley@higos.co.uk
Tel: 07773 378 787

Andy Alderdice - North England & Scotland

Agency Development Officer
Email: andy.alderdice@higos.co.uk
Tel: 07811 370 344

Chris Long - South England

Agency Development Officer
Email: chris.long@higos.co.uk
Tel: 07973 855 760

Lead Management Team contacts

Provide information or help on submitting new business, queries on commission rates, updating leads as well as advice on how to become an agent.

All commission enquiries:

agent.commissions@higos.co.uk

Client updates or supplying further information:

leadupdate@higos.co.uk

Joining Higos and requesting an agency number:

agency@higos.co.uk

Tel: 0845 450 4288

Fax: 0845 450 4295

Commercial Insurance Special Edition

Naturally, most of our agents when thinking of General Insurance tend to focus on personal lines business, especially home and motor insurance. However, many of our agents will have 30-40% of their clients who are self employed and many other clients who are senior management in business. All of these clients will need business insurance for a whole range of different risks. At Higos, we are able to provide business quotes for anyone; from sole traders through to the largest businesses.

For sole traders and small and medium sized enterprises we can provide specially developed package policies that can cover all the main risks in one simple policy. For larger businesses we can put together bespoke quotes and even have a team of account handlers who can visit the business to ensure that we provide the cover that they need. For more information about the different types of commercial insurance there are and the various package policies we can offer see pages 2 and 3 of this newsletter.

www.higos.co.uk

Monday 2nd June saw the launch of the new-look Higos website!

Higos has been expanding rapidly as a company over the past few years and we recognised that we needed a website to reflect our size, professional qualities and customer focused approach.

The new site is modern, easy to navigate and provides information about our agents, agency team and online tracker system with a professional online look and feel. We aim to update and provide new facilities for agents within the agent section of the website, if you have any suggestions please email the agency department.



Do you have sufficient cover for your own office?

Higos may have the answer for you especially if you handle cash. We have identified a demand for office policies that go beyond the standard package by including cover for money up to £25,000. If, for example, you have a building society agency this could be just the right cover for you. To get a quote for your business just call us on 0845 450 4288. Don't forget you can have this policy net of your usual commission.

Higos Thatched Owners Insurance Services launches a new 3 year home insurance policy



We are pleased to announce the launch of Higos Thatched Owners Insurance Services new home insurance policy for thatched properties. The new product continues our focus on developing specialist policies to cover different or unusual risks.

The product is a special 3 year home insurance plan with special discounts and offers for thatched property owners including a free chimney inspection to help them reduce the potential fire risk.

Ian Gosden, Managing Director commented

Need income quickly?

At Higos we understand the problems that the current mortgage market is causing our agents. Apart from earning commission on referrals, we are also interested in purchasing books of general insurance business. If you would like to know more about what we can offer why not give us a call now?

0845 450 4288

"We are constantly looking for new and innovative products for our customers. With our policy we have a market leading product which we believe will allow us to provide cover that is second to none for thatched property owners."

If you have any owners of thatched properties amongst your clients why not give them a call to get their renewal date and send it through to us and we will arrange for one of our team to provide a quote.




Commercial Insurance

A Great Opportunity to Increase your Income

Many agents ask us about the types of commercial insurance cover that Higos can offer. To help you to generate leads we have put together the following brief guide:

Employers' liability

By law, all employers must insure against their legal liability for injury, disease or death to employees sustained by them and arising from their employment.

Public liability

Public liability insurance covers legal liability to pay damages to members of the public for death, bodily injury or damage to their property which occurs as a result of business activities.

Product liability

A business that make, repair or sell products, could be held legally liable for damage or injury arising from defects in their design or manufacture even if there is no negligence.

Business Interruption

Even minor damage to a commercial property could seriously disrupt business leading to loss of income and extra expenses. Business interruption insurance will compensate for the short-fall in gross profit together with paying any increased working costs and extra accountants' fees incurred.

Legal Expenses

The cost of taking or defending legal action could place a considerable financial strain on a business. Legal expenses insurance (LEI) covers legal costs such as solicitors' fees and expenses, the cost of barristers and expert witnesses, court costs and opponent's costs if awarded against a business in civil cases.

Accident & Sickness Insurance

This type of policy pays a regular cash benefit to a person unable to work as a result of an accident or sickness. This is especially valuable for the self-employed who would have no income if disabled or sick.

Commercial Property Insurance

Offices, shops, factories and all kinds of business premises need buildings and contents insurance designed to meet the requirements of the trade or profession using them.

Private Medical Insurance

Private medical insurance can be particularly valuable to small employers as it enables them to better manage employee absence and illness.

Professional Indemnity Insurance

Protects your business against any claims arising from bad or negligent advice or services. Should the worst happen you have the reassurance that you and your business are protected financially (don't forget, we can also provide this cover for you net of your normal commission).

The above list covers just some of the risks self employed persons and businesses need to ensure they have insurance for. With the current problems in the mortgage market reducing your income, this would be a good time to look at your client base to see what commercial insurance requirements your customers might have.

All you need to do is to refer the lead to us and we will do the rest. Remember, commercial insurance premiums range from a few hundred £'s to many £000's so the opportunity for you to earn more commission is substantial.

If you need any help with understanding commercial insurance or the opportunities that could be there for you just give us a call.





Packaged Products for SME's

Our Commercial Package Policies are designed to offer straightforward solutions to small and medium sized enterprises. These products could suit many of your clients who are self employed and run small companies. Simply refer your client to us and we will provide them with a quote for their specific needs.

Complete Property Owner

- Index linking and day one reinstatement provides automatic inflation protection
- Suitable for most commercial tenanted premises and can also cater for residential premises
- Maximum combined buildings and contents sum insured per premises of £7.5m
- Core covers include property damage, property owners liability and legal expenses with the option to extend cover for loss of rent and employers liability
- Commercial engineering cover can be provided by Allianz Engineering

Complete Retailer

- Core covers of trade contents, money, public and employer's liability, goods in transit, deterioration of stock, business interruption and legal expenses
- Optional covers include buildings and loss of licence
- Maximum sums insured – trade contents and stock of £350,000 per location with automatic increases on an annual basis in line with inflation
- Seasonal sum insured uplift for Christmas and Easter
- Access to a 24-hour legal advice helpline

Complete Office

- Core covers of contents, money, public and employer's liability and legal expenses
- Cover can be extended in respect of buildings, business interruption, property away from the premises and computer breakdown
- Office contents up to £1.5m, including computers, with automatic increases on an annual basis in line with inflation
- Access to a national network of independent local business advice centres which provide assistance with management skills, finance, exporting, technology, marketing and more
- Access to a 24-hour legal advice helpline

Complete Contractor

- Per capita rated product
- Core cover of public liability with optional covers of employer's liability, tools, contract works and personal accident
- Selectable contract price limit under contract works section to suit your customer's needs
- Access to a national network of independent local business advice centres who will provide assistance with management skills, finance, exporting, technology, marketing and more
- Access to a 24-hour legal advice helpline



Complete Business

- Provides cover for businesses with up to £2m turnover and with sums insured up to £4m
- Automatic increase of sums insured on an annual basis, in line with inflation
- Day one reinstatement provides automatic 15% inflation factor
- Access to a national network of independent local business advice centres which provide assistance with management skills, finance, exporting, technology, marketing and more
- Option to increase excesses
- Access to a 24-hour legal advice helpline

Just submit your lead to us and we will do the rest

