

Defined

www.ascendbroking.co.uk
01245 449060



Ascend Broking Group
Business Insurance Solutions

Chelmsford's Premier Insurance Broker

Welcome to Defined, our quarterly newsletter.

As a sector-specific, local independent insurance broker, our purpose is to help you understand your exposures and arrange competitive comprehensive cover by accessing specialist insurers that understand your business.



The insurance market is undergoing radical change with many brokers being acquired by international corporate entities. This is not good news for clients as bigger is definitely not better. Many clients will begin to receive reduced market choice, loss of personal relationships as offices close or staff leave and may even find themselves relegated to a 'call centre' approach as these businesses are integrated into a one-approach-fits-all model to reduce costs to fund their acquisitions.

At Ascend we are committed to providing you with local expert advice, a detailed review of the insurance market along with our recommendations through your dedicated account manager.

Each industry sector has a diverse range of circumstances to take into consideration when arranging insurance; there are many aspects that are exposed to risk. Our team have held high level positions in the insurance market so I am 100% confident you will receive the best advice, product and outcome from them. From property damage, business interruption, employers' liability and public liability, through to motor insurance and more, we have a solution for you.

Not all products are equal

I get asked regularly about products for business which can be purchased online. An off-the-shelf insurance policy will provide cover for many of the exposures businesses have, but although they may seem to offer the best value for money - at first glance - for some years now there have been concerns about the way insurance is bought online, with customers having to work their way through a series of tick-boxes that sometimes do not adequately fit their individual requirements. Time and time again we have seen incorrect policy coverage and claims being declined and, in some instances, policies voided and we have assisted clients in correcting these inferior products.

So, whatever your situation Ascend has a solution for you: our free technical and confidential review service offers a mid-term appraisal of the adequacy of your present arrangements, your options and the important aspects you should consider.

As a business that is committed to the local area we want to help local businesses achieve a better outcome from the insurance market. Our commitment is to be your One Stop Shop for all of your business and personal insurance needs.

I hope we will be able to help you sometime in the near future.

Matthew Collins
Managing Director

Ascend Broking Group Ltd



Employment Law 2018 information, facts & figures

Working with Coates & Co, specialists in Employment Law, we have been able to provide you with a summary of useful Employment Law facts and figures that will apply from April 2018.

This informative summary for 2018/19 gives details of:

- Employment compensation limits
- Statutory redundancy
- Maternity, paternity and sick pay entitlement
- The national minimum wage and working time requirements
- As well as time limits for employment claims
- And other useful information for employers

A helpful resource to anyone with an interest in employment law.

You will also find within the document the future rates for:

- Statutory redundancy and maternity pay
- The National Minimum Wage and the compensation limits for various Employment Tribunal claims

Visit our website for a detailed overview of this service

The Ascend 24/7
Sharepoint

Access your policy documents 24/7





Professional Indemnity Insurance

Professional Indemnity (PI) is an essential insurance cover that will protect you against negligence claims from unhappy customers. If you are starting out in business or are an established business providing professional advice for a fee then chances are you will be obliged to take out some kind of business insurance as a condition of your contract. Typically, clients will expect third party contractors to be covered for business liability and professional indemnity.

If you are a limited company the responsibility for taking out the right insurance policy is your own. In this article, we will explain what eventualities PI cover will protect you against, and how to find good quality cover without breaking the bank.

Why not contact us for our free guide as to the key areas that you should be aware of when considering this important coverage.

What is Professional Indemnity Insurance?

Why Professional Indemnity?

For more information contact: lan.lawley@ascendbroking.co.uk

Buying new vehicles this year?

Then consider GAP insurance if you do not want to owe the finance provider any shortfall on claim settlements.

It is an exciting time of the year if you are purchasing new vehicles with the new registration plates available. So why not complement your new fleet with GAP Insurance?

With 80% of vehicles on the road with some type of finance arrangement in place this leaves many businesses exposed to a financial shortfall in the event that your vehicle is involved in an incident and subsequently deemed to be a write off.

GAP Insurance for fleets is growing as more and more fleet operators look to protect their vehicle assets against a write off following fire, theft, accident or accidental damage. It is designed for:

Companies running 2 or more vehicles;

Annually renewable policies and will cover all eligible vehicles on the fleet up to 44 ton GVW;

Allows for movements on/off the fleet with pro rata charging/rebating;

Our unique policy will apply to vehicles on lease, finance and vehicles owned outright

This policy is designed to clear the outstanding balance owing to the Finance/lease company if the motor insurer settlement has not been enough to clear it or top up the motor insurer's total loss settlement by 25%. Whichever calculation is the greater. (maximum sums insured apply).

Available for uses to include Chauffeur, Driving School, Funeral Director, Taxi, Includes Cars, Vans, HGV's, Mini Buses, Electric Vehicles, Motor Cycles / Scooters, Motor Homes & Agricultural Vehicles

In an ever-changing insurance market it is important to have peace of mind that any liabilities that you have are adequately covered.

Our insurance partnerships have been established for many years, with capacity in both the company and Lloyd's market.

For further information about our various GAP Solutions please contact: matt.price@ascendbroking.co.uk



The use of technology will enable you to drive your fleet management cost down

We are big advocates for the use of technology to help manage risk, mitigate losses and reduce frequency of claims - all leading to reduced premium spend. Our telematics offering is just one example of how this has been used to manage risk.

These programmes are underwritten on a three year basis and provide guarantees of stable rates, giving non-claim reductions and minimal increases based upon claims.

We are also working with a provider to develop instant claims reporting at the time of the incident, including third party details and injuries - all assisting in helping reduce your operating costs.

For more information contact: simon.horton@ascendbroking.co.uk



 No additional policy fees or administration charges



Ascend Executive

Personal High Net Worth
Insurance Solutions

Announcement: New Product Launch

We are delighted to announce the launch of Ascend Executive, our High Net Worth personal insurance product.

Family Protection

Building a life isn't easy. It's about finding the perfect home; creating a world in which children can blossom and grow; enjoying the results of years of hard work. It's finding time for relationships and the people who matter most. It's indulging those passions that enrich and enliven.

We understand what it takes to build that world. That's why so many clients choose to make us part of theirs.

We will:

- ✓ Provide you with a dedicated Account Manager
- ✓ Meet with you to help work out the amount of cover that you need
- ✓ Review your cover on a regular basis
- ✓ Advise and support you in ancillary areas such as risk management and asset valuation
- ✓ Chaperone any claim so that you receive a full, fair and speedy settlement
- ✓ Provide you with your bespoke Ascend Executive App for 24/7 document access



Helping UK businesses get a better result from the insurance market

We were founded to be a company that places **quality** over quantity.

As an independent insurance broker specialising in niche industry sectors we believe in delivering top quality service and alternative propositions every time. True to our founding principles, we are committed to delivering a high degree of excellence in all our areas. We strive to demonstrate best practice throughout our entire relationship and always supply accurate and well-presented information.



- Manufacturing
- Importing
- Wholesaling
- Food & Drink
- Printing
- Leisure
- Real Estate
- Engineers
- Retail
- Security
- And much more



Ascend Professions
Business Insurance Solutions

- Actuaries
- Accountants
- Architects
- Brokers
- Business Consultants
- Designers
- Financial Advisors
- Media/Technology Consultants
- Tax Consultants
- Solicitors



Ascend Construction
Business Insurance Solutions

- Property Developers
- House Builders
- Ground Workers
- Mechanical & Electrical
- Scaffolding & Roofing
- Tunneling
- Waste Disposal
- Project Management
- Surveyors
- Plant Hire
- Quarrying and Aggregates



Ascend Transportation
Business Insurance Solutions

- Car Transportation
- Haulage
- Heavy Haul
- Vehicle Deliveries
- Couriers
- Removals
- Storage Locations
- Freight Forwarders
- Marine Cargo
- Coach Operators
- Motor Trade
- Property Developers



Ascend Executive
Personal High Net Worth Insurance Solutions

- High Value Building & Contents
- Fine Art
- Antiques
- Jewellery
- Family Travel
- Family Fleets
- Prestige Cars
- Thatched & Listed Buildings
- Holiday Homes
- Farms & Estates



Tiered Service Proposition – you select the service you require



Ascend present at Willis Towers Watson Networks Conference in Palma

Ascend managing director, Matthew Collins recently shared his views of the market, the problems with consolidation & why independent brokers provide the best option to clients at the Willis Towers Watson Networks annual forum in Palma, Mallorca.

Sharing his career experience and observations of the market, Matthew presented to over 150 delegates on his personal thoughts on distribution and the customer journey and how this had changed over the past 10 years.



Ascend Skydiving team raise £1,600 for local charity CHES.

On Saturday 19th May Max Collins & James Kemsley completed a 13,000ft Skydive at Beccles Airfield, Suffolk.

Watch the actual video footage of the jump by visiting www.ascendbroking.co.uk



A fantastic 2 days fundraising at the Broomfield FC 5 a side tournament

Great to see over 150 clubs represented across London and the county.

Congratulations to everyone who entered the Ascend balloon guess to win three prizes, with the top prize being a holiday in Spain for two.



Dementia walk

Ascend will support the Chelmsford Memory Walk, Hylands Park, Essex on Sunday 7th October 2018

We will be entering a team into the 6km memory walk to raise funds for new research, providing precious support to more people, and bringing us closer to a world without dementia.



0% commission option

We are motivated to by doing a superb job for you and not by the size of your premium

Contact us today to receive a free consultation

