

# Defined

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**Ascend Broking Group**  
Business Insurance Solutions

## Welcome to our summer newsletter.

It has been a busy time at Ascend. Over the next few weeks we will be writing to you to announce several new initiatives designed to complement our business insurance service. Two areas in particular that may be of interest to you are:

### Ascend Executive

The expansion of our high net worth proposition to provide business & individual financial management advice through our partner Jarvian Wealth, an award winning team that provide our customers with market leading financial advice.

### AscendRisk

AscendRisk is a unique combination of cloud-based management systems, onsite risk consultancy and engagement support, delivered in partnership with BCARM (Business Continuity & Risk Management).

Please ask about our free consultation review service on both of the above.

### First Time Drivers

The Summer Holiday period sees lots of young drivers taking to the roads for the first time. My daughter is in the process of taking her lessons, with a driving test looming on the horizon, and it made me think of the best advice you can give teenagers finding their independence. Young drivers are more than twice as likely to claim on insurance compared to older drivers, while the average claim is a whopping three times higher.

We have put together a top 10 tip list of how to reduce the chances of an accident and the best way to reduce insurance costs – this is available as a downloaded document under the 'Download' section of our website.

May I wish you a safe and restful summer period,

*Matthew Collins*

Managing Director



## Insurance companies run for cover as thieves target new Range Rovers & BMW's

Keyless Car Theft (relay theft) is a crime on the rise. Insurance industry figures show that in 2018 insurers paid out a record £376m for car theft, up 27% on the year before. Home Office stats show more than 110,000 vehicle thefts in 2017/18 – up 10% on the year before and the highest level for a decade – and 2019 looks set to unfortunately be another record year.

### What we would recommend:

- 1. Install a Category 5 Tracker**  
Many manufacturers' inbuilt systems are inadequate – ensure they meet this standard
- 2. Use a blocking pouch**  
Block your keys wireless signals
- 3. Install a steering wheel lock**  
It isn't 1990 but this will deter thief's
- 4. Install a Ghost Immobiliser**  
This system stops the car being started
- 5. Turn off Keyless Fob's Wireless Signal**  
Wireless signals on some keyless fobs can be switched off.
- 6. Re-programme your keys**  
If you buy a second-hand vehicle reprogramme the keys
- 7. Park defensively**  
Parking your car in a garage overnight is ideal especially with additional bollard protection
- 8. Get your windows etched**  
Etching the last seven digits of your Vehicle Identity Number (or registration)





## Personal Injury Claims on the Rise

Think of the name Ogden and you might think of the American poet Ogden Nash, Coronation Street's busybody Hilda Ogden and her layabout husband, Stan, or even the famous Ogden's Nut Brown Flake tobacco brand, later parodied by 60s rockers The Small Faces.

Insurers, though, immediately think of the late Sir Michael Ogden. He was the barrister who, in 1982, chaired a working party on how the courts should best assess compensation payments.

The upshot was a series of tables that bear his name and over the past two years there has been a review through our legal system. On 15th July it was announced that a readjusted rate on -0.25% will apply.

This ruling therefore assumes that a claimant and their representatives knowingly choose to invest their damages in a way that would guarantee them losing money, and this will mean an increase in the value of personal injury claims that insurers have to settle.

Download our white paper on the subject and find out why you should consider increasing the indemnity limits you presently purchase as claims costs increase.

## Benefits of using an Independent Broker

- A logical option - an independent broker will endeavour to understand every aspect of your cover needs before arranging cover.
- Genuine expertise - when an insurance broker assesses a business, for instance, the broker will quickly understand your requirements, even if you can't see the risks yourself
- Impartiality - honest opinions and advice you can trust.
- Access to specialist markets - insurance brokers are not usually tied to any single insurer. After considering your needs, they use many or all of the UK's leading insurers to find the best cover at the best price.
- Saving time and money - an insurance broker can find a suitable policy which won't exclude things when it comes to needing to claim. That way, you get a secure policy with an affordable premium.
- A shared vision - brokers want to build long-lasting relationships with you, which might mean mid-term reviews and offering assistance should you need it when, for example, your insurance needs change.

## Discover why professional indemnity insurance may be vital for your business operations

Professional Indemnity Insurance is an important type of cover for a business, however it is particularly relevant to those in professions which provide advice for a living. A professional can be anyone who "provides advice or services of a skillful character according to an established discipline". A claim for compensation as a result of incorrect professional advice or services, whether your business is big or small, can set back your business severely.

### Defining Professional Indemnity Insurance

Professional Indemnity Insurance covers against claims for liabilities owed to a third party (typically a client of the insured) for the loss suffered by the third party arising out of the insured providing 'professional services'. To 'indemnify' means to cover the insured for the liability owed to the third party for the loss suffered. Professional Indemnity Insurance therefore is a type of insurance which can protect your business, for example against claims for financial loss, or bodily/personal injury and/or property damage that arise from an act, error or omission in the performance of the professional services covered by the policy.

For example incorrect designs made by an architect, incorrect advice provided by a migration agent with respect to visa requirements, failure to detect unsafe work conditions by a work, health & safety consultant can all result in a financial loss or bodily injury to a client, and therefore result in a potential claim for compensation against the insured.



**Ascend Executive**

Personal High Net Worth Insurance Solutions



Passionate  
about protecting  
the exceptional

**Insurance of the highest calibre**



**Ascend Executive**

Personal High Net Worth Insurance Solutions

## Financial Planning Service launched

Ascend Executive work in partnership with the award winning Jarrovia Wealth. Jarrovia were listed as one of the top 100 financial planning businesses in the UK for 2018 by New Model Adviser magazine.

Jarrovia help our clients plan and achieve their desired lifestyle. Once achieved, they help maintain and protect your lifestyle through life's trials and tribulations.

### How we can help:

- Creation of your financial life plan
- Wealth accumulation strategies
- Pre and post retirement strategies
- Wealth preservation strategies
- Tax efficient investments
- Charitable giving

Most financial planning does not involve money, and often nor do your biggest goals or motivations. We don't just stop at your financial goals, we want to understand what your deeper motivations are, as these underpin your bigger 'dreams'. We want to challenge you to think even bigger. They say the sky's the limit but with the availability of space tourism on the horizon, even this saying appears limited in ambition!



**JARROVIAN**  
WEALTH

## Marriott faces £100m fine over cyber-attack on its data

The massive hacking of Marriott International reservation databases could lead to a £99m fine as the UK has cracked down on privacy breaches with its second major penalty notice in two days.

The cyber-attack, which Marriott disclosed in 2018, exposed information on 339-million guest records, including seven million related to British residents. It's the second time in two days the regulator has taken advantage of far-reaching EU powers after proposing a £183.4m penalty against British Airways.

This case shows that any company can be hit with a cyber-breach. Don't risk not being insured. **Contact us today.**

# TERRORISM & CYBER CRIME EVENT

**10th September 2019 9am - 1pm**  
**Anglia Ruskin University - Chelmsford**

In partnership with Counter Terrorism Policing, National Counter Terrorism Policy & Essex Police you are invited to an engagement seminar for business of all sizes to be held at the Anglian Ruskin University, Chelmsford Essex.



The morning will include:

- > An update on the current threat from terrorism
- > How you can mitigate against attacks
- > What the modern threat of terrorist groups look like
- > Business & Cyber-crime an epidemic on the rise and what you need to know
- > Presentations from Keynote speakers from the Centre for Protection of National Infrastructure & National Counter Terrorism Policing
- > Details of a unique insurance package that is bespoke to your business and should be at the heart of your risk management programme
- > Access to leading underwriters to answer any questions

Please register using the Eventbrite link here:

<https://www.eventbrite.com/e/counter-terrorism-policing-regional-business-engagement-event-tickets-66307368123>.

Places are limited so we would advise you to book early to avoid disappointment.

**When:** Tuesday 10th September 2019, 09:30am - 13:00pm. Arrival, registration & refreshments at 09:00am

**Where:** Anglia Ruskin University, Bishop Hall Lane, Chelmsford CM1 1SQ. Lecture Theatre, Marconi Building.

If you have any questions, please contact the team at Ascend Broking on **01245 449060** or email [info@ascendbroking.co.uk](mailto:info@ascendbroking.co.uk)



## 2019 Recognition



Commercial Broker of the Year  
SME/Mid Corporate 2019



Start-up Business of the  
Year 2019



Claims Team of the Year 2019



Start-up of the Year 2019



Claims Team of the Year 2019



Broker of the Year 2019



Commercial Lines Broker of the  
Year 2019



Start-up of the Year 2019



Broker of the Year 2019



Growth Business of the Year 2019



Regional Broker of the Year 2019



Broker Claims Team of the  
Year 2019



Innovation of the Year 2019



Environmental team of the  
Year 2019



**AscendRisk**

## AscendRisk launching in September 2019

We believe that risk management delivers more than just protection and compliance.

It can enhance operational effectiveness, improve resilience, create employee engagement and accountability, and deliver improved business performance and competitive advantage.

Insurance protects you when the worst occurs. Risk management stops it from happening.

AscendRisk is a unique combination of cloud-based management systems, onsite risk consultancy and engagement support, delivered in partnership with BCARM (Business Continuity & Risk Management).

- Risk Assessments
- Task Management
- Managing Employees
- Reporting
- Implementation
- Business Continuity
- Health and Safety
- E-Learning
- Employee Engagement
- Insurer Risk Improvements
- Driver Training

We will be writing to you shortly to offer you access to this new service.



## New Starter Katherine Smithers

We welcome Katherine to the Ascend team who will oversee the day-to-day management of our accounts.



## Support our Charity Fundraising

We will donate £50 to The Little Belsteads Charity for every successful referral we receive.



Ascend are delighted to support The Belsteads RDA, a local charity based in Chelmsford providing children with moderate to severe learning difficulties and autism in the local community the opportunity to learn to ride and interact with horses.

## Ascend Preferred Suppliers Scheme

Our discounted preferred suppliers scheme launches in August, providing our clients with access to a growing number of suppliers who will provide you with an excellent service at a discounted rate.

Ranging from research & development tax reclaims, CCTV installation, to vehicle collection and delivery, ask us to provide you with more information if interested.

## The Ascend 24/7 Sharepoint

Download our award winning instant claims notification App



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