



CASE STUDY

Local construction company insurance program corrected with personal advice

A local construction business was recently referred to Ascend Broking by one of our clients, following a review of their insurance policies.

As businesses grow, they can quickly find their insurance policies inadequate for the type of clients and work they are undertaking – that is what happened.

A previous online policy had major errors in the business title, activities and estimates which would have made the policy invalid in the event of a claim.

KEY BUSINESS ACHIEVEMENTS

**POLICIES
BUILT
GROUND UP**

**DETAILED
FACT FIND**

**MARKET
SOLUTION
OBTAINED**

**TURNOVER
£2M**



**PERSONAL ADVICE TO
EXPLAIN THE
COVER NEEDED**

**£2M
TURNOVER**



**EXPERTISE IN A
SPECIALIST
MARKET SECTOR**



**PROACTIVE RESPONSE TO THE
INITIAL EMAIL AND THEN
TEAMS CALLS WITH FOUNDER**

THE PROBLEM

The business had outgrown their previous online policy and had not received the personal advice they needed.

We discovered:

- ▶ **Incorrect title of insured**
- ▶ **Wrong business description**
- ▶ **Activities/LOSC/contracts not covered**
- ▶ **No Directors & Officers cover**

THE SOLUTION

We responded immediately to the enquiry and took considerable time to understand the business to build a robust insurance solution that included:

- ▶ **10-page underwriting report**
- ▶ **A quick response to the problem**
- ▶ **Taking time to explain the cover needed**
- ▶ **Provided 2 options**
- ▶ **Incepted EL/PL/CAR/D&O**
- ▶ **Providing ongoing support**

We have moved quickly to solve underinsurance and put together a robust solution.

- ▶ **Advice-driven solution**
- ▶ **Contractors combined incepted**
- ▶ **Long-term service solution**
- ▶ **Award-winning claims service**

Contact the award-winning specialists

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