

# infocus

## Welcome

### to the Autumn edition of InFocus

#### 20 years and going strong!

It has been a busy few months here at Focus as we strive to meet our targets of increasing the product range whilst continuing to offer competitive premiums and maintaining our high level of service standards.

We work in partnership with our established insurer partners and this aids us in delivering our key commitments to you. Our article 'A 53 Minute Quote' is a great example of our daily turnaround quotation promise – one of our key commitments. You can read more on page 2.

Watch this space for our product campaigns in the autumn and of course our Christmas competition, offering another chance to win a fantastic festive treat.

*John H W Finch*

Commercial Director



## Sebastian's Tag Triathlon

A perfectly formed team made up of Focus and BJP staff took part in the Tag Triathlon on Friday 20th October 2017. They did a fantastic job and raised a whopping £1305.50 for Sebastian's. We would like to thank everyone that supported and sponsored the team.

## Focus Golf Day

The Focus Golf Day took place at Sand Martins (Wokingham) on Wednesday 4th October, where we were joined by 24 Broker and Insurer Partners. A great day was had by all on a fantastic course and was topped off by Dave Cowley from Signature Insurance Services achieving a Hole-in-One on the 12th. Many thanks to all our Broker Partners who helped make it such an enjoyable day and also helped us raise £350 for our nominated Charity, Sebastian's Action Trust.

## Product highlights

### Excess of loss liability

a must to keep your clients protected

### Professional Indemnity

from Architects to Ecologists, Electrical Contractors to Property Consultants

### Design & Construct PI

## Niche Products

### Roofers & Scaffolders Liability

### Hazardous Location Liability

### Unoccupied Property

Details of these products are on our website <http://www.focus-insurance.com>



**Put us  
to the  
test!**

## 53 Minute Quote

An unusual professional indemnity enquiry was forwarded to our underwriters recently. Although this was a unique case, our team turned around the quote quickly in line with our key commitment to provide a prompt service.

The quote was passed to the broker who instructed to

proceed to cover. The key to this success hinged on the fact that the underwriters issued policy immediately – precisely '53 minutes' after receiving initial quote details. A speedy turnaround! So, rest assured, however obscure the enquiry, we always go the extra mile to meet our commitment to you our broker.

## Blogs and tweets

You will have no doubt received emails from us about our blogs and seen our tweets highlighting topical matters and products which we hope have been useful. If you don't already follow us you can do so at [@focusforbrokers](https://twitter.com/focusforbrokers) and read our blogs at [www.focus-insurance.com/blog/](http://www.focus-insurance.com/blog/)



## Meet the team

The team are always happy to get out and about visiting our brokers. So, whether it be to discuss the progress of your account, new products or upcoming products, feel free to get in contact with your dedicated underwriter to arrange a visit.



# Attention

Professional Indemnity premiums over £10,000 – Focus has the answer to quoting these and unusual and difficult to place risks. Working with

a small, but highly respected business, we have the answer. For further details please contact your usual Focus underwriter.



# Compliance

In the past we have helped a few of our brokers with various compliance matters through our compliance advisers RWA. Information is available on our website under Broker Services,

[www.focus-insurance.com/broker-services-compliance/](http://www.focus-insurance.com/broker-services-compliance/).

However, should you wish to discuss any matters with us please contact our compliance office Jerry Tyler or email [jerrytyler@focus-insurance.com](mailto:jerrytyler@focus-insurance.com).

## Focus Ethos

**Focus strives to give the best possible service and commitment to brokers**

- Competitive Premiums & Commission
- Daily Quotation Turnaround
- Dedicated Expert Underwriters
- Daily Policy Documentation Issue
- Established Partner Insurers
- Knowledgeable Qualified Staff
- Market Leading & Tailor-Made Policy Wordings

## Staff Qualifications

You will be pleased to know 94% of our staff are CERT CII qualified, as well as two being ACII chartered and one DIP qualified. Continuing this trend, our additional broker facing team members are all working towards being Cert II qualified having at least passed IF 1, 2 or 3. This leaves you in very capable hands.

## Training

Monday lunchtimes are set aside for training and your staff are welcome to join us.

## Social Media

We now tweet regularly about various items of interest and insurance matters. Please follow Focus @focusforbrokers.



@focusforbrokers

# focus

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