

Welcome

to another interview in our series with the Focus team

An interview with Liam Paul

Next up in our interview series is Liam Paul, our Development Underwriter. He tells us about his first job, his journey to Focus and who inspires him. We also had to find out what his dream last meal would be!



1. What was your very first job and how did you get it?

Liam: My very first job was working part time with Sports Direct. It was so straightforward back in the day - I basically walked into the store, handed in my CV and then had an interview within a week!

2. Tell us about your involvement with Focus

Liam: I have been at Focus for eight months now and the time has flown by – I had such a warm welcome from the team, so it feels like I've been here for much longer. I work as a Development Underwriter with a panel of brokers. It's a new panel to me, but I am proud to have already made good relationships with my brokers. I look forward to strengthening these connections and growing my panel over the coming years.

3. Looking at your career, what are you most proud of?

Liam: I'm really proud of myself for persevering to reach my goals and never giving up on the targets I have for my career. I've worked really hard to get to this point; moving to Focus was a big step in the right direction for me. I've also met some amazing people here, which always helps! Everyone is so friendly and helpful - they have been supportive from the start and are always ready to share their knowledge and experiences to help me grow and progress. I have already learned so much in the last eight months, so I can't wait to see what else is in store for me at Focus.

4. What makes it different to other insurers/MGAs?

Liam: Focus knows what they do best - underwriting Construction products - and have never strayed from this. As a result, they are now experts in their field. I think that is what makes them such a highly respected MGA. They also have a clear vision of where they want to go and where they expect us to be, which is so refreshing as a staff member.

Product highlight

Delegated Authority Products



Focus has built up a wide range of Delegated Authorities with our Insurer Partners, enabling us to provide our Brokers with the best possible service.

Contractors Combined Liability



With security provided by our 'A'-rated Insurer Partner and catering for a wide variety of contracting trades.

Contractors Combined



Focus' comprehensive facility for Contractors Combined, brought to you in partnership with Markel, offers a one-stop shop solution for a wide range of construction trades.

5. What would you like to change about the insurance industry?

Liam: I wish people met face to face more. Everything has changed since Covid and, with the shift to hybrid working, people don't get together as much now – not just in the insurance world but in so many industries. I'm a people person and building relationships is one of the highlights of my job, so I only wish I could make more of those connections in real life rather than behind a screen!

6. Who most inspires you and why?

Liam: I'm really inspired by Paul O'Keefe, the Broker Development Manager at Focus. It is an honour to work alongside him every day and learn from his wisdom. Watching him at work has helped me to realise that I would love to do his job one day.

7. It's your last meal: what are you having?

Liam: That's a no brainer – it's got to be a Chinese. Singapore fried rice must be on the menu, alongside crispy shredded chilli beef and chicken chow mein. And throw in some salt and pepper chicken for good measure too, please!

Product highlight

Professional Indemnity



Professional indemnity is sought after by professions from all walks of life.

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Sometimes included in a limited way under a Contractors Liability Insurance.

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