

Claims information

If you need claims information on individual cases and your overall claims statistics, then Darren Holmes at our office is your man.

We can also arrange access for you to the Cunningham Lindsey extranet (Globalink) should you wish to monitor the progress of current claims.

We are also delighted to welcome Pamela Munn of Cunningham Lindsey who has joined Stacy Lane on our claims handling team.

Accounts

We are coming to that time of the year when all the old items need settling. Please remember to settle your accounts as soon as possible and give Jane Holmes time to get these queries resolved for you. Despite her love of the sun, we will not be relocating accounts to India as sunny Nottingham is fine for her!

Meet the team

New Business Agency/Compliance/Marketing



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Renewals Team and Mid Term Amendments

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Autumn 2011

Stay 'in the know' with our quarterly Property Protector newsletter.



Message from Sean Neal, Partner at Property Protector: Does Networking for Property Owners Business work?

Several fellow members have seen their Property Owners business grow despite the recession. The main factor being the strength of the residential buy to let market with demand for properties outstripping supply.

In addition, developing professional introducers for new business has helped replace any lost customers.

Firth & Scott Insurance Brokers, Schofield Insurance Brokers and Guy Penn & Company Ltd have been successful in attracting Letting and Managing agents to supply them with leads.

C P Walker & Son retail division have developed relationships with Accountancy firms in the East Midlands, which again have resulted in business for commercial Property Owners cases. Ellis Bates Insurance Brokers Ltd is developing a network of solicitor contacts with the help of their financial services division which has produced both property owners business and other commercial cases.

Bensons Bespoke Insurance Brokers and J M Glendinning (Insurance Brokers) Ltd have arranged block policies for letting agents covering all their customers properties.

Food for thought! If you need any help with marketing material let us know.

In this edition you will see features on

Panel Insurers

What our brokers say

Claims Handling

For more information on Property Protectors range of policies, contact us on 0115 968 3293 or email richard@bnlpp.co.uk

If there are any issues that you would like addressing in the next edition of the Property Protector newsletter, please call us on 0115 968 3293 or email richard@bnlpp.co.uk

Use for Financial Services Authority Regulated Intermediaries Only

Panel Insurers

Since 2008 we have been offering a panel insurer solution for residential property owners business and from April 2011 we have branded these products Gold, Silver and Bronze.

This method of working was originally designed to enable Property Protector to cover all tenancy types ranging from Professional lets to asylum seeker lets. Russ Hargreaves of Broker Network Ltd suggested to us that we should widen this concept further as, in his view, it provided our brokers with several other advantages, such as:

- Enhanced products only available to Broker Network members such as MD by tenants.
- Competition is available between panel members.
- Alternative quotes available at renewal between three different residential options providing up selling and down selling opportunities.
- Distressed property owners not exposed to single market variations.

- Claims experience managed by Cunningham Lindsey.
- Rollover of your existing business at expiring rates and terms can be offered on whichever product suits your existing portfolio of business best.

This change of strategy has worked well for our supporting brokers as a useful tool to counter the direct writers of business such as Direct Line. More importantly, the comparison charts we provide assist in ensuring that your compliance work is straight forward and the clients are fully aware of the subtle differences in policy wordings.

The 6,000 policyholders we cover means that each insurer has a reasonable level of support and our combined purchasing power means that we can still attract new business whilst defending our existing cases. A win/win situation.

Both panel insurers are obtaining significant new business whilst maintaining healthy renewal retention.

What our members say

“We received such an efficient service from Property Protector for our individual property cases that we took the decision to rollover the majority of our let property account to them. This is a decision we have not regretted. Our clients compliment us on the speed and accuracy of documentation and the swift decision making process for those rare cases where a referral to insurers is required. We have, in fact, received new business referrals on the back of the service from Property Protector. We would happily recommend their product and service to any broker considering their options with a property portfolio.”

Mike Shaw - Director (Ellis Bates, Harrogate)

“Firth and Scott have been placing both residential & commercial property owners business on the Property Protector Scheme since 2002. During this period we have found the underwriting staff sympathetic and flexible in meeting our clients' needs. The policy wording in respect of unoccupied premises has proven to be an extremely popular policy benefit with our clients. When called upon, we have found the claims handling service to be proactive, efficient and fair.”

Steve Allwright - Director (Firth & Scott Insurance Brokers, Nottingham)

“Since commencing using Property Protector in 2005, we have been very impressed not just with the breadth of cover (which automatically includes Accidental Damage and Terrorism), and competitive pricing but also with the excellent service we receive which results in our obtaining quotations and cover confirmations within 24 hours of request in most cases.”

Nicolas Martin - Director (Guy Penn & Company, Lytham St Annes)

“Having consolidated all of our residential property owners business onto the Property Protector scheme over the last 2 years, we have found the facility accommodating, easy to use and competitive for our clients needs. The service is quick and efficient and the policy cover wide to justify advice to clients. I can recommend the scheme to any member looking to place property owners business.”

Richard Benson - Partner (Benson Insurance Brokers, Kegworth)

“We had been using Property Protector for about a year and were very impressed by the policy cover and service that we decided to roll over all our account of Residential and Commercial business to them to make sure that all our clients benefit from the best policy cover available to them. I would strongly recommend this scheme to any Broker as the quote turn round is usually minutes and not days as with some insurers and you can get a quote by simply faxing a presentation which we find very convenient.”

Mike Brevitt - Director (Swinford Insurance Consultants, Stourbridge)