

TELEGRAPH

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25th anniversary

2007 marks the 25th year of the Group's existence.

Some faces have not changed too much – founder Alan Boswell is still actively at the helm – but the Group now consists of nearly 150 skilled and dedicated specialists.

The Group accounts for the year to 31/3/07 showed that income from all sources rose by over 16% - almost entirely through organic growth in virtually all areas of our operations.

The composition of the Group's income in the year was:-

Financial adviser operations	22%
General insurance broking operations	78%

(The amount of general insurance premiums handled by the Group is rapidly approaching £40 million! Roughly 72% of this relates to commercial/business policies).

We intend to widen our geographic network of offices over the next year or two. Our aim, to provide an efficient, competitive, friendly, accessible and expert service to our clients remains absolutely at the forefront of our priorities.

Please do have a look at our website (www.alanboswell.com). There are a substantial amount of links to all our individual specialisations/services. You may be surprised to find out how many ways we can help your business!

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Alan Boswell Group provides many organisations and businesses with special insurance schemes for their members.

ALTERNATIVE THERAPIES

Alternative therapies (such as reflexology, homeopathy, aromatherapy and massage to name but a few) are becoming increasingly popular and the Alan Boswell Group provides an exclusive web based scheme for the Association of Reflexologists and its 8,000+ members. There is a very wide range of covers available and the scheme is extremely successful.

Anyone wishing to discuss an exclusive scheme for the members of their organisation, business or affinity group should contact David Tuttle on 01603 218014 or e-mail dtuttle@alanboswell.com



UNREGISTERED VEHICLES IN PUBLIC PLACES

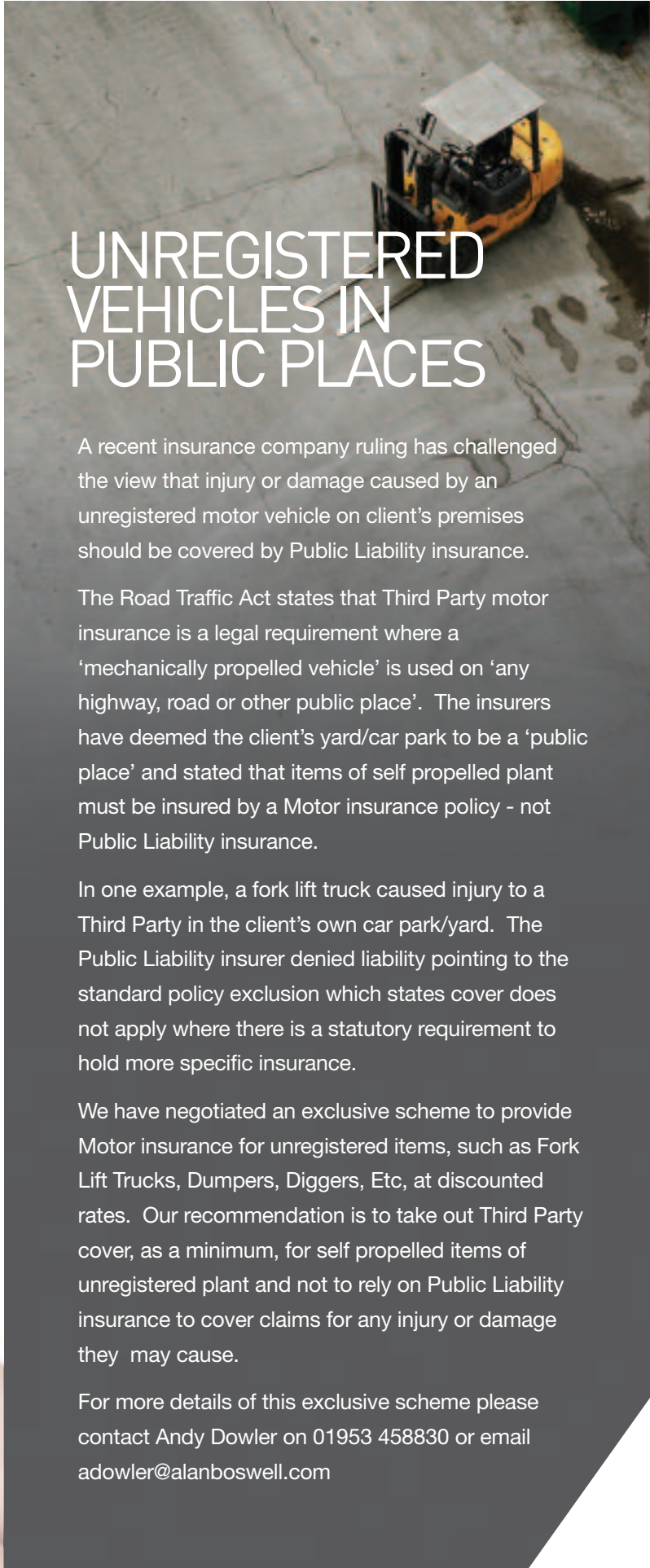
A recent insurance company ruling has challenged the view that injury or damage caused by an unregistered motor vehicle on client's premises should be covered by Public Liability insurance.

The Road Traffic Act states that Third Party motor insurance is a legal requirement where a 'mechanically propelled vehicle' is used on 'any highway, road or other public place'. The insurers have deemed the client's yard/car park to be a 'public place' and stated that items of self propelled plant must be insured by a Motor insurance policy - not Public Liability insurance.

In one example, a fork lift truck caused injury to a Third Party in the client's own car park/yard. The Public Liability insurer denied liability pointing to the standard policy exclusion which states cover does not apply where there is a statutory requirement to hold more specific insurance.

We have negotiated an exclusive scheme to provide Motor insurance for unregistered items, such as Fork Lift Trucks, Dumpers, Diggers, Etc, at discounted rates. Our recommendation is to take out Third Party cover, as a minimum, for self propelled items of unregistered plant and not to rely on Public Liability insurance to cover claims for any injury or damage they may cause.

For more details of this exclusive scheme please contact Andy Dowler on 01953 458830 or email adowler@alanboswell.com





CHAIRMAN'S REPORT

It is 25 years since I started the aptly named Alan Boswell Group and so many positive things have happened over that time.

We have been very fortunate with our choice of staff, from our intake of school leavers to the stalwarts who have put up with me for over 20 years, I cannot thank them enough.

I am particularly delighted that we are still entrusted with looking after the insurance and financial services needs of so many of my original clients.

The various articles in this newsletter give a flavour of Group activities and developments over the last six months or so. We do have ambitious plans to expand our network of offices over the East Anglian region and to continue to seek national coverage in certain niche areas.

Do call me (01603 218001) or email aboswell@abib.co.uk if you would like to discuss any aspect of our services.

KEEPING CALM IN VOLATILE TIMES

We all know that investments can go down as well as up – but most of us would agree that this year we have seen more volatility than is good for our nerves!

The sensible steps to take remain the same as ever – make sure that you receive good advice and maintain a diversified portfolio comprising of a mix of liquid investments, bonds, shares, property, commodities, fine art and tangible assets. The aim is to provide a balance of investments that provides the maximum potential upside for your given level of acceptable risk.

Alan Boswell & Company Ltd – the Group's Independent Financial Advisory (IFA) division has continued to grow with the staff number of 30 likely to rise to 35 within the next six months. A recent independent ranking put the Alan Boswell IFA operation as UK 'Number One best trading partner' – confirming its financial stability, growth and successful trading performance. John Whitehead the M.D. strongly believes that because of the Groups wide range of resources and high technical ability we are able to service our client base much more effectively than most IFAs.



If you have not already made contact with us and would like assistance call John Pullin on 01603 218020 or e-mail johnpullin@alanboswell.com

www.alanboswell.com

AB GROUP EXPANDS ONLINE SERVICES

As part of the expansion of its e-commerce facilities, the Alan Boswell Group has launched an online “quote and buy” facility for professional indemnity and directors and officers liability insurances. Instant quotations are available from www.alanboswell.com for a wide range of trades and occupations. Web users can obtain terms in minutes without the need to complete a lengthy proposal form.

AB Group IT Manager, Richard Hartley explains: “We have teamed up with leading insurer ACE European Group (ACE) to provide a range of interactive quotation facilities aimed primarily at small and medium sized businesses. The first products are PI and D&O but these will shortly be followed by a computer insurance package and business travel.

This is a complete online solution with immediate issue of client documentation once a purchase is made.”

Whilst the new online trading facility provides commercial clients with a quick way to assess costs and purchase a policy, David Tuttle (Broking Director at Alan Boswell Insurance Brokers) stresses that it is backed up by the usual Alan Boswell Group service: “Each online quotation is checked against alternative markets and clients are contacted by our account handlers if we find that better terms are available from an alternative provider. Furthermore, clients that purchase a policy online will still be dealt with by one of our Account Managers and will have named points of contact for any queries or claims assistance. We are combining the convenience of online services with the traditional standards of customer care on which we have built our reputation.”

The Alan Boswell Group plans to further extend the scope of its online facilities over the next twelve months to allow clients access to their policy records on demand and to a wide range of quotation services. In addition to the PI and D&O operation from ACE, services are already in place for landlords’ buy to let insurance and liability cover for teachers.



**NO DEPOSIT
REQUIRED!**

LANDLORDS DEPOSITS

As most landlords should be aware – from 6th April 2007 any deposit taken from a tenant under a short hold assured tenancy agreement must be placed in one of the government approved schemes. This means in effect either passing the deposit to a designated custodial holder or paying a fee for the deposit to be ‘insured’ for the benefit of the tenant. Both arrangements can be time consuming and somewhat inconvenient.

The Alan Boswell Group has agreed an alternative for all properties insured through the Group with Norwich Union Insurance. This scheme involves insuring for damages rather than taking deposits. The Alan Boswell Group property department operates on a national scale and has grown substantially year on year to become one of the UK’s major commercial and residential property insurance specialists.

For further details of the scheme, please call us on 0870 1121547 or e-mail landlords@alanboswell.com.

PRIVATE MEDICAL INSURANCE

It has recently been reported that the number of people covered by Private Medical Insurance (PMI) rose last year after several years of decline. There were apparently 110,000 extra policies in force in 2006 compared with 2005. A total of 5.88m people were covered by either a workplace or personal policy.

Another recent survey shows that PMI is valued by staff more highly than all employee benefits other than pensions. According to the survey nearly 65% of staff think that employers should take more responsibility for their employee’s health and care needs.

If you would like to discuss PMI insurance please call Jill Pullin on 01953 458832 or email jillpullin@alanboswell.com

