



INSURANCE FOR RECRUITERS

PERSONALLY UNDERWRITTEN FOR A BESPOKE QUOTE

HOW DOES THIS PRODUCT COMPARE TO A "STANDARD" OFFERING?

Did you know that recruitment industry is one of the fastest growing sectors in the UK? At over 27,000 businesses, it has tripled in size in the last five years, with a massive 4500 businesses registering in 2016 alone*.

The size of the market makes it a huge opportunity for brokers, but more importantly, the needs of the start-up market make broker advice essential. Why? Because the fastest area of growth is also the riskiest - temp placement. When recruiters supply a temp, they can be held liable for what they do, so it's essential that these new business owners get insurance advice.

At Pen we are recruitment industry specialists with over 20 years' experience of meeting recruitment agencies' needs**.

- Our appetite encompasses all types of agency - from nationwide chains with billings in the millions to new independent agencies - enabling us to quote on 98% of the risks we see†.
- We can build a tailored package to fit the unique needs of each client – whatever their size, history or specialism
- We quote each policy on an individual basis and apply rates, terms and conditions to the needs of the specific risk presented, which makes us competitive on price

We believe that it is this combination of factors which enables us to convert 42% of the risks we quote†.

*Recruitment and Employment Confederation "Recruitment Industry Trends 2015-2016" **Originally trading under our legacy brand, Dallas Kirkland †Risks identified in January – October 2017

WHAT ELSE DO YOU NEED TO KNOW?

- Public and Product Liability up to £10M
- Employers Liability up to £25M
- Professional Indemnity up to £10M including vicarious liability to protect agencies against claims of negligence emanating from errors and omissions by placed personnel
- Cyber cover
- PA for temps and/or the agency's own staff up to £25K
- Office Buildings, with or without cover for Office Contents
- Office Contents with optional computer breakdown and data reinstatement
- Drivers Negligence up to £10K
- Fidelity Bonding up to £500K
- Legal Expenses up to £100K
- D&O up to £5M
- Business Interruption

WHO QUALIFIES?

With premiums from £100 to £500K, we can cover all types of recruitment agency, regardless of size or sector, from micro and SME, through to corporate agencies:

- Agencies placing temps, as well as agencies placing permanent staff
- Agencies supplying workers to a huge range of industries from Secretarial to Driving and Dom Care Agencies
- Agencies who retain contractual liability for direction, supervision and control
- Agencies which place some temps outside the UK



WHY DO BUSINESS WITH PEN?

When we set up Pen in 2014, we brought together some of the UK's best known and most respected underwriting businesses, many with decades of underwriting expertise.

Our values – Differentiation, Expertise, Added Value and Ease of Doing Business – are built on these strong foundations.

DIFFERENTIATION

Across Pen we offer more than 60 products, underwritten by industry specialists, providing cover in hard to fill niches.

As well as one of the most varied product ranges in the market, we understand the value of doing business differently – of handling ordinary needs in extraordinary ways - so that standard becomes superior.

EXPERTISE

Being “technical underwriters who trade” defines everything we do.

That means technical expertise from backroom specialists such as analysts, actuaries, pricing experts and capacity managers – not many other underwriting businesses can say the same.

But most of all, business and market acumen so you can trade and negotiate with empowered underwriters.

ADDED VALUE

Whichever Pen product you choose, we believe there should always be an advantage – something in it for you – whether you are a policyholder, capacity provider or broker:

- Claims management that is bespoke to each product, and many products serviced by in-house specialists
- Wide range of capacity supporting £500M GWP
- Hard to find clauses that give brokers an advantage and clients better protection
- Built-in services, like environmental consultancy, so we improve businesses, not just insure them

EASY TO DO BUSINESS WITH

We recognise that although the business landscape is ever-changing, what people value remains unaltered – support, expertise and old-fashioned service.

That's why:

- You can contact our 400 staff on the phone, via our app, or face to face in one of our 15 offices across the UK.
- You choose how to trade with us: most of our products are personally underwritten but we also offer e-traded products and delegated authorities.
- And whether you want to discuss an opportunity, resolve a problem or close a deal, you'll find our leadership hands-on.

BUSINESS DEVELOPMENT CONTACT

Name Central Sales Team

Direct 01403 321196

Email UKGeneralEnquiries@penunderwriting.com

UNDERWRITING CONTACT

Name James Allan

Job title Senior New Business Underwriter - Recruitment Insurance

Direct 020 3040 6438

Mobile 07920 765731

Email James_Allan@penunderwriting.com

Name Kieran Mayo

Job title New Business Underwriter - Recruitment Insurance

Direct 020 3040 6404

Mobile 07469 151614

Email Kieran_Mayo@penunderwriting.com

