

Ogden

A Great “Opportunity” for the Insurance Professional to demonstrate their worth.

Here are some of the comments we have personally heard over the past year:

- The percentage increase will come down and that will sort everything out.
- Will it impact my account?
- There is nothing I can do about it.
- It's just another increase the insurer has put on because of legislation!
- Ogden won't have much of an impact.
- Insurers are using Ogden as an excuse to increase rates.
- Increases will never last and the market reaction will calm down.

Ogden rate changes have made a difference; as shown by the recently announced results from some of the biggest Insurers. The Civil Liability Bill going through the House of Lords includes changes to the way the discount rate is set as well as how whiplash claims are paid out.

However, it does not give any indication as to whether the rate will actually be altered as a result.



An Opportunity for Insurance Brokers to Strengthen their client relationships by:

- Making sure that your customer's businesses are protected against Work Related Road Risks and are Legally Compliant?
- Taking a deeper approach to advising clients on Fleet Insurance and the associated legal and welfare obligations?

Plus if you are a Broker with a Fleet pen, or one who is trying to maximise your return from your Motor Fleet book:

- How do you truly differentiate your Risk Management approach to best effect?
- How do you demonstrate to both Insurers and Clients that you are constantly managing the exposure to risks so that you can provide them with the best financial outcomes?





Velocity Scotland Limited

Following Ogden - How do you take control and improve your business activity?

Through a specifically different approach you can:

- Protect yourself and improve your Brand image and differentiate yourself from the competition
- Acquire New Business
- Increase Retention
- Reduce Frequency and costs of claims
- Reduce the likelihood of an Ogden claim happening
- Further enhance your relationship with your customers and suppliers



Velocity Scotland Limited (VSL) in Partnership with you will:

- Help to protect your client from the effects of Ogden and hidden costs
- Manage Fleet Risks; so making them more attractive to capacity providers through claims frequency and / cost reduction
- Ensure Legal Compliance and so protecting your client from prosecution in the event of a serious injury, or death to an employee, or third party allowing them to continue to trade and avoid possible financial penalties
- Improve your clients bottomline

VSL have experienced qualified members of the Chartered Insurance Institute available UK wide to support YOU and YOUR customers

The future starts today so call Jim Bowles on 07704911947 or email jim.bowles@velocityscotland.co.uk for further details of our proven approach.

You're Better off the Velocity Way

