

Real estate specialists

- **Every member of our team is a real estate specialist.** We do not manage insurance programmes for customers outside of the real estate investor community, which allows us to continually build expertise and remain at the forefront of developments in our customer's business environment, and the insurance sector. We demand talent and commitment and recruit the best.
- **Programme design and market negotiations.** We have experience in placing, and managing, some of the largest real estate companies' insurance portfolios which gives us the ability to draw upon unrivalled experience when structuring transactions and tailoring service contracts to meet our clients' every need.
- **Risk management approach.** We have embedded within our team a specialist real estate risk manager who has in excess of 20 years experience at one of the largest property owners in the UK and Europe. This allows us to deploy market leading initiatives and systems that focus on improving our clients' risk management perception in the insurance market. Other brokers have generalist, our risk management function is specialist, and targeted only at the real estate community.
- **Large yet agile.** We are big enough to complete the largest and most complex transactions and agile enough to give every client, every project and every relationship senior level attention.
- **Integrated service teams.** We act as one team for the benefit of our clients. We are part of the market leading JLT Construction team which enables us to deploy resources to manage your risk across the globe and in every area of a clients' risk portfolio. Our teams operate as one with broking, support and claims all integrated and vital to the success of our service offering.
- **Transparency.** It is vital that our clients know their brokers have no conflicts of interest when dealing with insurance markets on their behalf. Our business protocols clearly outline the basis of our remuneration and our business adopts a practice of transparency in all respects.
- **Proven expertise with a reputation as dealmakers.** We have a reputation for being tough but fair negotiators making sure our clients are presented with the very best solutions the insurance market is able to offer.

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