



The Diligent Manufacturer™

"Diligence is the mother of good luck"

Benjamin Franklin (1706-90)

Diligence is an old-fashioned word that reflects old-fashioned values. Established in 1995, Insurance Management Group adheres to traditional values: reliability, honesty and the building and maintaining of mutually beneficial business relationships.

The Diligent Manufacturer™ recognises that prevention is always better than a cure.

The Diligent Manufacturer™ is an Insurance and Risk Management service tailored to your requirements and reflecting your business' particular circumstances

The Diligent Manufacturer™ means...

QUALIFIED RISK MANAGEMENT ADVICE

Your Risk Manager will help you classify business risk into insurable and non-insurable categories and assess the current controls. An action plan to help your company implement changes will be discussed with your management team.

PROJECT MANAGEMENT AND IMPLEMENTATION

Your Risk Manager can help you prepare and implement an action plan within realistic timescales.

This support is available throughout the improvement process and can apply to any aspect of risk management considered necessary.

A financial incentive will be made available by the insurance carrier to help you invest in Diligence Risk Management.

The Diligent Manufacturer™: Key Features and Benefits

BENEFITS OF BEING A DILIGENT MANUFACTURER™

- **Coverage:** A market leading insurance solution for Property and Liability exposures.
- **Security:** Policy is provided by Primary Broker Services.
- **Protection:** Addressing both insurable and non-insurable risk.
- **Compliance:** Every business has to be compliant. Owners and directors face personal accountability if the business fails to meet statutory requirements.
- **Growth:** It is impossible to grow without taking some risk. Reducing those risks is vital and **The Diligent Manufacturer™** complements the entrepreneurial skill of business owners.
- **Value:** Company value is protected, and maintained, by having a professional Risk Management programme in place.
- **Discounts:** Risk Management funding support and premium discounts available exclusively to **The Diligent Manufacturer™** clients.

THE DILIGENT MANUFACTURER™ ALSO OFFERS THESE OPTIONAL EXTENSIONS:

- Directors and Officers Liability
- Employment Practice Liability
- Employee Dishonesty
- Terrorism

Qualifying Criteria

The Diligent Manufacturer™ is suitable for companies that can demonstrate a commitment to good standards of management and customer and staff safety.

McLaren Plastics Ltd

As part of our insurance renewal we were offered the opportunity of participating in a Risk Assessment programme to allow McLaren Plastics Ltd and our insurers a better understanding of how we are running our business.

A qualified Risk Management expert from Insurance Management Group had two meetings with us as part of the process. The first was a preparatory meeting to allow him to understand how we operate and to formulate the questions he needed to ask. The second meeting asked the questions in depth and our responses were discussed and noted. We found the process to be very informative and highlighted some very relevant points that we had either not considered or had not given the priority they deserved. These meetings were followed up with a written report which also forms an ongoing action plan for us to address as time and resource permit.

In conclusion we feel we have a better understanding of our business as far as risk assessments go and we can continually review these. Our insurers also now have a more in depth knowledge of our business and our positive attitude to risk assessment and this is reflected in our premiums. Whilst one can never afford to be complacent in business these days we do feel more comfortable by having participated in the programme.

Neil McLaren – Joint Managing Director



PRIMARY BROKER SERVICES

Primary Broker Services (PBS) is a commercial underwriting agency with a difference. Backed by both Axa and Royal Sun & Alliance we bring a fresh and innovative approach to commercial insurance.

We focus on client care and achieve service beyond the industry norm. In addition our approach to risk is intelligent and flexible. Well managed businesses are looked upon favourably and through The Diligent Manufacturer™ we will provide incentives for clients to invest in managing and minimizing risk. By doing so we recognise that good risk management brings about benefits to both the customer and the insurer.

The Diligent Manufacturer™ is a unique offering developed by Insurance Management Group and we are delighted to support it.

Stephen Marshall – Managing Director (Scotland)



REGISTER YOUR INTEREST

To register your interest in **The Diligent Manufacturer™**, please either:

- log onto www.thediligentmanufacturer.co.uk
- phone Insurance Management Group on 0141 225 1777
- complete this slip and fax it back to us on 0141 225 1778

Name _____ Position _____

Company Name _____

Address _____

_____ Postcode _____

Telephone No _____ Fax No _____

E-mail _____

