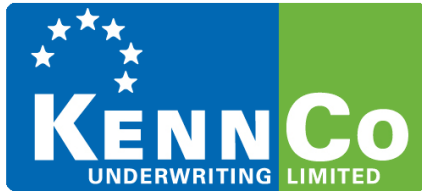


BROKER NEWS

October, 2016 - In this Issue



KENNCO APPOINTS MARK REDDY

INSURANCE...THE ROAD AHEAD

KENNCO QUALITY

KennCo appoints Mark Reddy

Head of Broker Development at KennCo

We are pleased to announce the appointment of Mark Reddy as Head of Broker Development at KennCo. Mark has 40 years experience in the Insurance sector with particular expertise in Broker Relationship Management. During his career he has held many Senior Management positions in the industry and he brings with him an invaluable wealth of experience and knowledge.



Mark is a Certified Trainer and a Guest Lecturer at Dublin Business School. He also runs his own training and business development consultancy delivering regular workshops for IBA Members and providing skills coaching and tutoring in a wide range of Sales & Marketing disciplines.

Mark's stated mission is to assist and ensure that Brokers are the preferred channel for consumers when dealing with all their insurance requirements.

A passionate advocate of the services that Intermediaries provide for Consumers, he considers himself to be 'The Broker's Broker'.



Insurance...The Road Ahead

There is no doubt that recent years have been extremely difficult for Brokers but, due to unfailing resilience, they have survived the heavy challenges of sometimes frenzied low price sales tactics by a number of players, particularly in the personal lines area.

For very obvious reasons the 'pile 'em high' approach to growth doesn't work at all in the insurance business. Discounting to attract volume does not reduce the incidence or the cost of claims. However, a number of misinformed decision makers in the market failed to observe these facts and as a consequence, they lost their shirts. In fact in some cases, they actually bust their companies. Compounding matters, their irresponsible actions sparked a nationwide decline in the reputation of an industry that for centuries has been a financial backbone for individuals, businesses and indeed the entire economy.

[Read more...](#)

KennCo Quality

QUALITY CLAIMS SERVICE

An integral part of providing a truly professional insurance service lies in the level of quality and customer satisfaction delivered when a policyholder has a claim.

KennCo strives to attain the highest standards in this most important area through its customer focused and locally based claims service.

QUALITY SYSTEMS & PROCESSES

A strong commitment to delivering the very best for Brokers and Policyholders is evidenced in KennCo's ISO9001 accreditation, ensuring consistency and efficiency in every aspect of the business.

QUALITY PERSONNEL

Every staff member at KennCo is qualified in accordance with the requirements of the Minimum Competency Code, trained to the highest standards and committed to being at your service.

Technical and personal skills are constantly reviewed to identify areas for further improvement in the distinct interests of ensuring service excellence and performance quality for our Broker network.

QUALITY PRODUCTS

All KennCo products are designed to provide cover options enabling a tailor-made solution for every customer.

QUALITY CAPITAL PROVIDERS

KennCo prides itself in partnering with carriers who provide peace of mind and security through having proven a track record and a healthy and sustainable financial strength.

[Read more...](#)



Registration no. 230



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