



COX MAHON
SPECIALIST INSURANCE BROKERS

Wholesale Insurance Broking Services



COX MAHON
SPECIALIST INSURANCE BROKERS

Cox Mahon Broker Services works with commercial insurance brokers to enable access to new insurer markets.

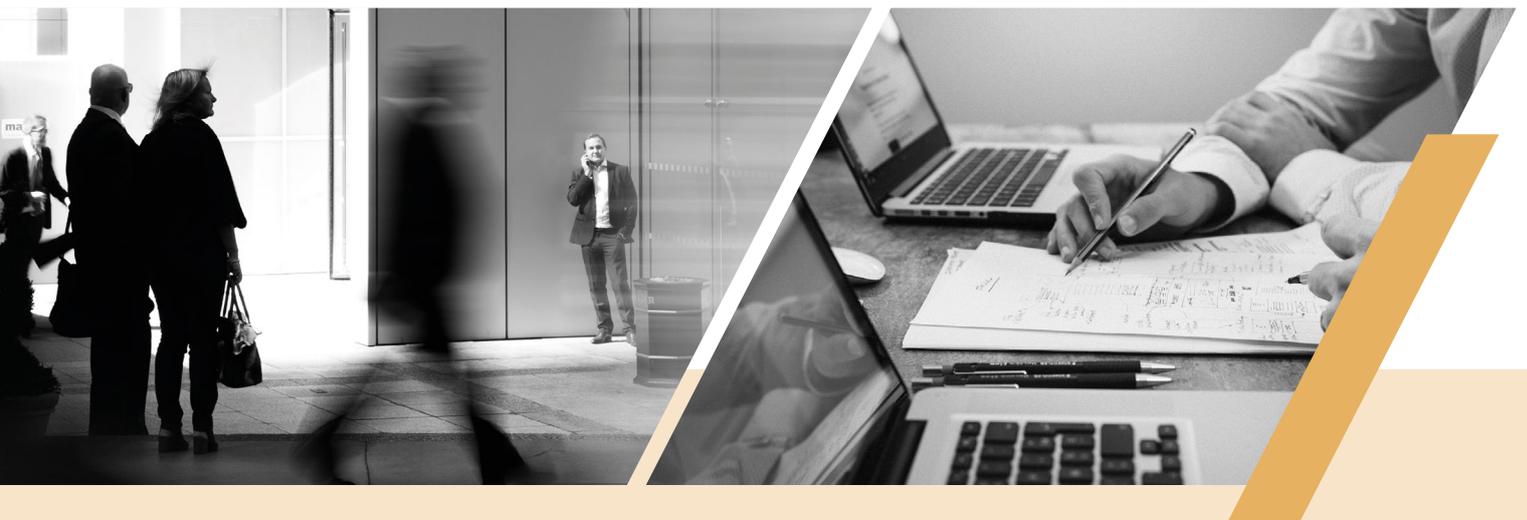
Provincial insurance broking firms may not necessarily have access to particular markets for certain client risks – and so will need to use the services of a wholesale broker

Wholesale insurance brokers can be an important intermediary when dealing with hard-to-place risks or working in a challenging market.

Cox Mahon is a specialist insurance broker for professional risks with wide market access and strong insurer relationships. We can assist in placing the following classes:

- Professional Indemnity
- Directors' & Officers' Liability
- Financial Institutions
- Management Liability
- Cyber
- Crime

We have a team of knowledgeable and experienced brokers who can work with you to simplify the insurance placement process.



What is a wholesale insurance broker?

A wholesale insurance broker is an intermediary company that sits between a customer-facing retail broker and the non-customer facing insurance company. That means the wholesale broker has no direct contact with the customer – that is all handled by the retail broker.

Does it cost the client more if a wholesale insurance broker is used?

Every insurance situation is different. But generally, it won't cost the Insured more if a wholesale

insurance broker is brought into the equation. That's because the specialist knowledge and insurer contacts of the wholesale insurance broker means that better discounts and premiums can often be sourced.

Do I still earn commission?

Yes. Cox Mahon will split the gross commission amount earned by us from the cover placement with you. Usually this will be on a 50%/50% basis.



The Benefits of working with Cox Mahon as your wholesale insurance broker:

Expertise – Cox Mahon's directors and staff members have specialist knowledge and many years of experience within the area of professional risks insurance. Your business can benefit by aligning yourselves with us as we have experienced both soft and hard markets.

Advice – The insurance market offers a myriad of different PI policy forms and subtle differences in policy wordings can have a wide effect on the scope of cover provided. Some professions (eg, RICS members) also have industry specific wordings and mandatory requirements that impact on the scope and level of PII cover to be arranged. The basis of covers and wordings offered are subject to constant change and variation and so it is important that you choose a wholesale broker who has the specialist knowledge to guide you, and your client, accordingly.

Speed and efficiency – We are able to source quotations quickly as we will generally have better access to underwriters. This may prove beneficial

when dealing with difficult-to-place risks or where there are "hot topic" exposures. For example, rather than one of your team spending a significant amount of time researching and making new contacts for a small volume of business, you can outsource it to us, your wholesale broker.

Strong relationships – We have long-established relationships with numerous insurance companies (including London Market underwriters) and specialist MGA's who can provide the best coverage at a competitive rate. This has in the past enabled us to secure terms from a market that has previously declined to quote to the retail broker.

Dedicated in-house claims support – Providing quotations and arranging policy cover is only one part of a wholesale broker's role. Perhaps a more important element is the advice and guidance provided should your clients incur any allegations of negligence or claims. Our Claims team will interact with insurers, panel firms and with you and will, where necessary, negotiate on claim reserves and settlement proposals, defending your client's interests in every aspect.



COX MAHON
SPECIALIST INSURANCE BROKERS

London

T 020 7183 4472

40 St. James's Place

London SW1A 1NS

Shrewsbury

T 01743 366 350

New Windsor House, Oxon Business Park

Shrewsbury SY3 5HJ

Cox Mahon Limited | Registered in England & Wales Company No. 03270697

Registered Office: 40 St. James's Place, London SW1A 1NS

Authorised and regulated by the Financial Conduct Authority. Registration No. 310787

Version 1.0 December 2021

