

# A Multi Club Strategy



ENERGY & MARINE DIVISION





## Why should you have more than one Club?

### **Competition**

An entry in more than one Club allows competition to exist between Clubs on fleet additions which can result in more competitive terms being offered.

### **Sharpen the focus of your existing Club**

Your existing Club will respond to the involvement of another Club by paying more attention to your account, this applies to both underwriting and claims service.

### **Set up a new loss record**

An expanding fleet might still be penalised for a poor historical record, even if the vessels that generated the claims are no longer entered. Once the Claims in question no longer appear on the current loss record they will still remain in the Club's historical database and this can continue to impact on the attitude of the Club

### **Change in fleet profile**

If you have more than one type of vessel, keeping separate terms and records is easier to organise by using a different Club.

### **Changes within the Club**

Has your Club changed its focus from your type of account?

Is the service still as good as it should be?

Are the finances of the Club strong enough to offer stability going forward?

Does the Club have the management in place to deal with the challenges facing the P&I industry over the next decade?



## How do you choose a new Club?

### **Financial Strengths**

All Clubs make claims about financial strength and security however, as was demonstrated during 2008, some Clubs were more reliant than others on unbudgeted supplementary calls.

### **Claims handling service**

A Club is only as good as its claims team. The strength and commercial attitude of the claims departments can vary greatly between Clubs. It can also vary between regional offices and the head office.

### **A good fit**

You should choose a Club with a proven track record of handling your type of account or one that is looking to expand into your area but has the infrastructure already in place to handle such business.

### **An important member**

The Club should consider you as an important new member and the right Club will treat you as such rather than just another account.





## What is your next step?

### **Review present placement**

We will undertake a review of your present placement in order to advise if you need or would benefit from having more than one Club.

### **Consider the relationships**

Involving a new Club(s) will impact on the relationship with your existing Club, we will manage this to ensure that as far as possible the impact is positive rather than negative.

### **Review the alternatives**

Once we have reviewed the alternatives we will provide our recommendations and a shortlist of potential Clubs.

### **Meet the Clubs**

We will arrange for you to meet representatives of the Club's underwriting and claims teams.

### **Move vessels into your new Club**

With the decision made we will make the arrangements to ensure the process is smooth and the end result beneficial.





## Why JLT?

**JLT Specialty Limited (JLT) is part of the Jardine Lloyd Thompson Group, a company quoted on the London Stock Exchange and domiciled in London. The JLT Group has over 100 offices in 36 countries, employs over 6,200 staff and has global revenues which exceed GBP 610 million.**

### **The Energy and Marine Division**

JLT's Energy and Marine Division combines the considerable experience and talent of 155 individuals, including 78 Partners, who have on average over 25 years experience in their particular discipline. We have produced more Energy premium into Lloyd's than any other broker; place over one third of the world's LNG fleet; are brokers for some of the largest Oil and Gas producers in the world; and are considered a leading London market authority on Marine Risks.

### **Our Philosophy**

Our approach is straight forward – to leverage our size and experience through a consultative process which fully involves our clients and deliver bespoke solutions which mirror their specific needs. Our extraordinary client retention levels evidence the success of this highly personalised approach.

### **Our Services**

Our success and continuing growth is predicated on being able to provide innovative solutions which precisely mirror our clients' needs. We pride ourselves on our service model which serves to differentiate us from our competitors.



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