

A Note on Life Assurance from Steven Clemence

Let's face it, when it comes to finance, most people get excited when there is a legitimate opportunity to pay HMRC as little as possible.

Well, fortunately, there is! It may be possible for your company to pay for your life cover, receiving corporation tax relief on the way and saving employer NI contributions, while you as an individual don't have to use your own taxed and NI'd income to pay for it yourself. I think that's quite exciting!

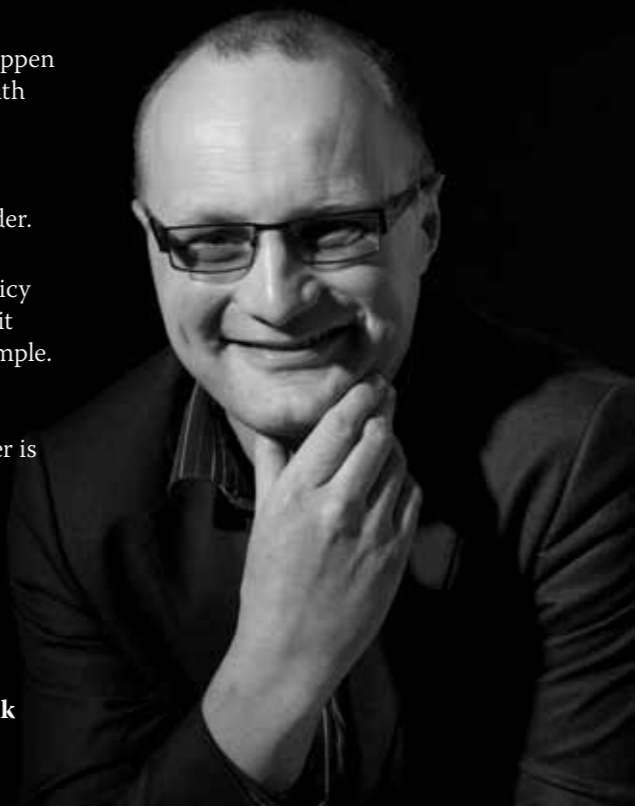
That said, this is only for you if you own your own company or your employer would like to pay for your cover. Many large employers provide Death in Service for their staff; it's normally set up as part of a Registered Pension Scheme. If this policy was paid for by the company – the cost of which should be classed as a trading expense – a lump sum of up to 15 times your salary/dividends, tax free, would be payable to your spouse or family on your death.

Now, it's easy to think "it won't happen to me" but, I can tell you, I deal with claims on these policies, meaning someone has died, on a relatively frequent basis – life cover should certainly be something you consider.

But don't forget, a relevant life policy will only pay out on your death – it can't cover critical illness, for example. And, if you are replacing cover, you should never cancel existing arrangements until your new cover is in place.

At T.H. March, we take the time to make sure you have the cover you need at a competitive cost. For more information ring me on **01822 855555** or email me at steven.clemence@thmarch.co.uk

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European Court of Madness

The European Court of Justice appears to have taken leave of its senses. Its new ruling, that from December 21st 2012 gender may not be used as a basis to influence insurance premiums or conditions, has been described as mad, and a threat to British sovereignty. This is predominantly because insurance should be based on risk, rather than political correctness.

The ruling will affect life cover, private medical insurance, income protection, motor insurance, pensions, and even personal jewellery insurance, since males – particularly younger ones – tend to take less care of their personal jewellery than females.

Published estimates state that the average young female driver will face a premium rise of around £400 per annum, and that over his lifetime a male will see a reduction in pension income of between £8,000 and £12,000 per £100,000 of pension. Since fewer females take out insurance than males, and the changes to administrative systems will be expensive, the effects will not be balanced by corresponding individual savings for the other sex.

What's next? Since we now have age discrimination laws, perhaps an ECJ ruling that 25-year-olds must pay the same life assurance premiums as 85-year-olds?



Royal Wedding Fever



The long-anticipated nuptials of Prince William and Kate Middleton has been a prominent topic on the nation's lips since the news was announced in November.

With the event now just around the corner, it is expected that couples all over the country will have been inspired by the Royal engagement and prompted to tie the knot themselves.

Jewellery chains have prepared themselves for a surge in springtime ring purchases during the period following Valentine's Day, with anything up to a 50% increase expected. The general trend appears to be marketing campaigns that are tailored around the Royal event.

Ring-makers and jewellers across the nation and beyond have also been maximising the opportunity for sales by offering imitations of Kate's ring – ranging from pieces that are high-street and affordable to those much more lavish and luxurious. Shopping channel QVC was one of the first retailers to see results from its replica that costs a mere £34; sales of the ring skyrocketed by 800% overnight following the engagement.

So, if you do feel the impact of the wedding fever which is sweeping the nation and, evidently, your industry, why not get in touch with your local T.H. March office to see how we can help? THM

...And Finally

As we leave you now to enjoy a pleasant springtime, as usual, we will remind you that we at T.H. March will always be on hand to answer any questions or see you seamlessly through the jewellery insurance process should you need us – just get in touch with your local office or visit www.thmarch.co.uk. Enjoy the weather and we will be back again in the summer! THM

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Spring is Here!



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Kieran becomes a SPAR Star

It's time, once again, to catch up with the 19-year-old sprinter we proudly sponsor here at T.H. March. Kieran Showler-Davis has been getting plenty of winter training under his belt, preparing for the outdoor season which will begin in April. His times have already improved from this time last year and the young athlete is feeling confident about his medal-winning capabilities at the upcoming events.

The European Internationals, taking place at the end of April in Malta, is the first of the major championships at which Kieran will really hope to excel this year. There he will compete in both the 100m and 200m and the event should provide a good springboard to those that will follow.

Kieran hopes to qualify for the Senior World Championships, which will take place in South Korea this August. It would be a particularly impressive achievement as International Athletics does not categorise younger athletes in the same way as European Athletics. Therefore Kieran would be competing with senior sprinters who are older, more experienced and a much tougher challenge.

Last issue we learnt that Kieran had been put on a World Class Development Programme by UK Sport to nurture and support his talent in a variety of ways. Now, in addition to this, SPAR, in association with UK Athletics, has selected the sprinter as one of its 2011 SPAR Stars and put him onto the SPAR Sprints programme – a scheme which

annually recognises the achievements and progress of 10 athletes who are hand-picked each year to receive both financial and athletic support.

The programme also sent Kieran along to the Paris European Indoor Championships in March, where he spent time gaining first-hand experience of a major championships and receiving mentoring from top British athletes. At the end of the year, the sprinter will be in with a chance of being crowned Outstanding Athlete of the Year by SPAR.

As always, we at T.H. March are extremely proud of Kieran and wish him the very best of luck for the imminent season. [THM](#)

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To find out how we can help, simply ring **Peter Goodman** or **John Watson** today on **01822 855555** and discover the difference it makes being insured by those who know your industry best. [THM](#)

Don't leave yourself unprotected

With the cost of living continually rising, Britons nationwide are unsurprisingly seeking ways to save their money at any opportunity. The insurance market has instigated some of the sharpest cost increases, with premiums across all sectors rising significantly in the last 12 months. On the whole, this is a result of companies attempting to recover some of the money lost from the excess of fraudulent claims with which they have dealt in recent times.

Policyholders across all types of indemnity are naturally trying to reduce their outgoings, which means they are either opting to lessen the terms of their cover or relinquish it altogether. Although people would be reluctant to surrender their home and car insurance policies completely, many are reducing or removing extras from their insurance to lower annual premiums.

Jewellery is among the insurances that are commonly disregarded as necessary. Firstly, many presume their possessions are covered under their home policies, which often is not the case; and secondly, claims made are largely resultant of self-inflicted incidents, rather than those caused by a third party, therefore they are often deemed preventable.

Those deciding to surrender such cover are leaving themselves extremely vulnerable and open to severe financial loss should their jewellery be lost, stolen or damaged. One of the key reasons protecting these possessions is in the owners' best interests is that, although worth does tend to fluctuate, the majority of precious jewellery never significantly devalues.

Ensure your customers' safety by advising them of the risks involved with not insuring their jewellery. It really will be worth every penny in the long run. [THM](#)



Are your customers being unfaithful?

It may not be their fault and it's probably not intentional, but if your customers insure their jewellery with a typical home insurer, you won't see them if they have a claim and must replace an item sold to them by you – they will instead be sent to a jeweller chosen by the insurer. The likelihood is that you will not even realise you have lost a potential sale until it is too late!

To stop your customers straying, why not consider March Insurance Solutions? For details on how T.H. March can keep your bond with customers strong, ring **John Watson** on **01822 855555** or speak to your local office. [THM](#)



Corporate Chartered Insurers



We are delighted to announce that T.H. March has recently been awarded Corporate Chartered status by the Chartered Insurance Institute (CII), which means we are now officially Chartered Insurance Brokers. This status recognises professional excellence, evidence of which must be demonstrated in a number of ways and by adhering to a number of specific criteria.

Being a Chartered Insurance Broker carries weight with other professional firms, distinguishes brokers from competitors and peers, and strengthens bonds of confidence and trust with consumers. There are fewer than 100 firms with Corporate Chartered status and we are delighted to be part of such an exclusive selection. [THM](#)

SaferGems spurs more arrests

Further proof of the value of SaferGems, the initiative created by T.H. March and the National Association of Goldsmiths (NAG), is visible after arrests that took place on February 24th.

SaferGems initially issued an alert in mid-February regarding a gang of three, including a young boy, that was involved in two distraction thefts in Hampshire. As a result of this alert, the gang was identified as having carried out a subsequent theft in Kent. Later in February they were recognised from the alert by one jeweller in the Bromley area, enabling the jeweller to avoid any loss and call the police. The perpetrators – a Romanian family, including an 11-year-old boy – were later arrested at another nearby jeweller.

If you are a full member of the NAG or insured via T.H. March and are not receiving alerts, it is because SaferGems does not have your email address. Please contact **Cornelia du Plessis-Snel** at T.H. March's London office on **020 7405 0009** or the membership administrator at the NAG on **020 7613 4445**. [THM](#)

