



OUR POSITIONING IN 153 WORDS

We all know that networking and gathering recommendations are cost effective ways of developing new business.

SO WHY DO EXECUTIVES DISLIKE THE CONCEPT?

Research reveals two themes: lack of time, and inherent psychological fears of large group interactions. Too much stress for comfort even though the results can be staggering when stacked against other marketing methods.

Solution: our business has built built upon networking, gaining recommendations, and developing referral streams from satisfied clients. We respond vigorously and find ways of putting our clients together for the benefit of all.

Effectively, we are close to at least 5000 serious decision makers across 200 UK organisations that may be looking for the very solutions that you provide and we are prepared to make introductions for you.

NO NETWORKING • NO STRESS • HANDLED BY US

Strategically, we should be talking and this document will provide you information on next steps.



WHO ARE RISKWORKS?

Being a Trusted Advisor is a status that we take seriously, especially given that we're an insurance broker registered by the financial conduct authority (FCA). We're not the sort of broker that chases you in the hope of getting a renewal time.

We have a unique advantage that offers you four options in placing your insurance that allows you to take a much more effective and proactive approach to your risk management and insurance programme. We do the work, but you're in control - it's a partnership that our clients find refreshing and one that they are happy to recommend.

That's how we've grown, and that's why our clients are happy to take very seriously anyone that we recommend to them.



WHY DO YOU RECOMMEND COMPANIES THAT AREN'T YOUR CLIENTS?

It further consolidates both our relationship and adds depth to our existing client offering and in turn assists in opening new avenues of business.

WHAT WORK IS INVOLVED FOR US?

We can investigate positive recommendations i.e. we respond to the question that our clients ask "who do you know who can provide a and/or" or we can talk you about promoting your services in a more formal manner by you speaking to our database at large through our newsletters and frequent communications to our client community. It's up to you.

HOW MUCH DOES IT COST?

We don't charge any fees.



WHO WILL I BE MEETING?

Our Commercial Director, Matthew Gray runs all of the referring and recommendation initiatives, along with being a commercial insurance expert.

WHAT ARE THE NEXT STEPS?

The first step is for us to get together for an open discussion. You can tell us about you and we'll tell you about our offering. You can tell us about you and we'll tell you about our offering. You can tell us about you and we'll tell you about our offering. You can tell us about you and we'll tell you about our offering.

You can contact Tristan Henry to arrange that initial consultation on 01625 547 754 tristanh@riskworksbusiness.com

RISKWORKS

COMMERCIAL INSURANCE BROKING

Whether you know it or not, you have insurance placement and risk management strategy that either supports your business or in worst case scenario could cause you to struggle to stay afloat.

IT'S THAT SERIOUS BUT IT'S NOT ALL DOOM AND GLOOM

At Riskworks we not only have an innovative approach to insurance placement and risk management but also work with you in a solid business collaboration to attempt the goal of netting your insurance costs down to zero.

How do we do that?

Simply put, we use our leverage as a trusted advisor across a wide range of sectors and look for ways to enhance your bottom-line.

Our strategy is not for everyone and indeed doesn't work for everyone but it's always worth an exploratory meeting to look for a solid common ground.



Marsh ProBroker

As a Marsh ProBroker we are partnered with the world's largest broking organisation. Enabling us to offer clients access to a broad and exclusive range of markets.

Contact Tristan Henry on 01625 547 754
Or tristanh@riskworksbusiness.com

RISKWORKS


ACCURATE & INTELLIGENT INSURANCE BROKING

RISKWORKS IS AN INDEPENDENT FIRM OF INSURANCE BROKERS AND RISK MANAGEMENT ADVISORS

As a Marsh ProBroker we are partnered with the world's largest broking organisation. Enabling us to offer clients access to a broad and exclusive range of markets.

We have local presence and global reach. We are known for our innovative and straightforward approach in advising clients on the risks facing their businesses in today's fast and evolving world.

Regardless of the type of business sector or company size, we have the expertise in both risk management and insurance placement to give complete peace of mind.



Marsh ProBroker

OUR VALUE PROPOSITION

- 1 Through sophisticated analysis of your specific needs, we gain a thorough understanding of the risks threatening your organisation.
- 2 We leverage our impeccable and longstanding reputation with insurers to achieve enhanced cover in addition to reduced premium costs.
- 3 Business continuity is at the heart of our risk management advice. We work closely with you to understand your business challenges.
- 4 Claims are always dealt with by our in-house team of experts. It's too important to outsource. In case the worst happens and a catastrophe hits, we are hands-on and there for you.

RISKWORKS FOR YOU

By engaging Riskworks you will have a thorough understanding of the company risk profile and how the insurance work to protect your business should the worst happen. Understanding the risks facing your business will help to make informed and cost effective decisions, give security to your capital investments, and enhance wealth potential through protecting your reputation.

Insuring your risks; Ensuring your future

For more information, please call: 01625 547 754
www.riskworksbusiness.com



RISKWORKS

CYBER RISKS

THE FACTS FOR SOLICITORS

HOW SAFE ARE YOUR CLIENT FUNDS?

Businesses are constantly exposed to the dangers of a cyber-attack with hackers becoming alarmingly sophisticated.

Loss of and indeed protection of clients funds is a hot topic for discussion and an item of top priority for your business.

For conveyancing solicitors a Friday afternoon is often the busiest part of the week due to this frequently being scheduled for completions. A significant number of solicitors have recently been the subject of what is now called the 'Friday afternoon scam'. Fraudsters target conveyancing firms knowing precisely when large amounts of money will be available in client accounts for the completion of a conveyancing transaction.

The Solicitors Regulation Authority (SRA) says it is receiving four reports a month of firms being tricked into giving bank details to fraudsters.



THE ATTACKS HAVE HAPPENED IN A NUMBER OF WAYS:

- 1 Spear phishing uses emails that look like they're from someone in your company or a trusted person. Clicking the link in the email takes you to a fake page from where either spyware is downloaded, enabling the hacker to gather information about the individual or organisation, or a bogus log-in page is presented to capture security details.
- 2 Internet scammers gain access to a firm's online systems to intercept emails between firms and replace them with their own in an attempt to hijack money from client accounts.
- 3 In addition, fraudsters have hacked solicitors' telephone lines so that they can communicate with the solicitors' bank and try to authorise payment.
- 4 Another method used by fraudsters is known as "invoice hijacking". This involves fraudsters' correspondence between two parties who are contractually involved and invoicing the target for services which have already been provided. The large amount held on a client account makes them an attractive target.

EXAMPLE: A conveyancing transaction where the deposit for the property was being paid in tranches, which the solicitor was holding on account for the client. The client received an email purporting to be from his solicitor asking that the funds be transferred to a separate account, due to a fire being reached. The fraudster provided details of the new account to which the client sent the remaining deposit. As either the client or the solicitors' email account was hacked, each party suggested that the fault lay with the other.

To discuss cyber risks and ways to protect both your business and your clients funds through cyber insurance

Call Jon Davies on 01625 547754
or email jonathand@riskworksbusiness.com
www.riskworksbusiness.com

RISKWORKS

MERRY CHRISTMAS

RISKWORKS

BULLETIN

RISKWORKS

BITESIZE BULLETIN

Marketing Collateral:
Various marketing campaigns for an Insurance Brokers both digital purposes and printed material