



## Testimonials

Dear Ken,

### **Professional Indemnity Renewal – Testimonial**

As you are aware, I have had my PI cover with Royal Sun Alliance since I set up my consultancy business in 1995 & have not made any claim in that period. PI cover is crucial to my consultancy business, so I am sure you can imagine my concern when this year, after many years of constant premium, they suddenly asked for an increase of some 40% in premium.

On querying this with the Brokers, I was met with: this was a general increase in rates & an increase in minimum premiums etc, clearly an unsatisfactory situation.

I therefore asked Nixon James Corporate to investigate alternative cover in the hope that they could improve this position, but with only limited expectations, I must admit.

You can imagine my pleasant surprise when, after surveying the market, Nixon James Corporate came up with a renewal quote with another Insurer, some 25% lower than my RSA premium last year & nearly 50% lower than the RSA proposed quote this year, for at least the same level of cover, if not better, almost too good to be true !

Upon investigation, you confirmed this was an Insurer approved by the appropriate Accountants' professional Body, so after nearly 15 years, I have left RSA & my original Broker & transferred my PI cover to Nixon James Corporate.

Ken, thank you for doing such an excellent job & I have no hesitation in recommending Nixon James Corporate for any Commercial insurance help or guidance in the future.

David Robshaw FCA  
Principal Consultant

**DJR Associates – Management Consultants**  
[www.djrassociates.co.uk](http://www.djrassociates.co.uk)

We have used Ken for our insurance requirements since we began our business in 2005. Coming into our own business was a little daunting with regards to the legislative side of things, and I was very pleased that when we spoke to Ken he was quick to undertake his investigation as to our overall requirements.

The proposal received was clear and concise, and also was not excessive to our requirements, which I have found with other brokers in the past.

When adjustments to the policy have been required, Ken is always at the end of the phone to advise, and any upgrades to the policy have been both good value and painless to implement. Come to think of it, I don't think we really had to do anything other than ask !

Christian Golding  
Operations Director

**Lifestyle Aesthetics Limited - UK distributors of Aesthetic Medical and skincare solutions**  
[www.lifestyleaesthetics.com](http://www.lifestyleaesthetics.com)  
Tel: 0870 162 1402

WK have used Ken Nixon since 2005 and have found Ken to be a thoroughly professional advisor, always keen to assist and very receptive to client instructions.

Prior to using Ken, WK had experienced poor brokerage support and ever increasing levels of annual premium for its commercial insurances. Ken was able to find alternatives in the market place and offer considerable savings.

I would recommend Ken anytime.

Chris King  
Managing Director  
[chrisking@wkesl.co.uk](mailto:chrisking@wkesl.co.uk)

**WK Engineering Services Ltd**  
– Specialist Engineering Services for the Gas, Oil & Water Sectors  
[www.wkesl.co.uk](http://www.wkesl.co.uk)  
Tel: 0845 050 4835

We have had the pleasure of having Ken manage our insurance requirements since 2006.

He has always handled our affairs in a competent, efficient and most professional manner during this period. He is a friendly and courteous person, who can always be relied upon to provide sound advice when sought. During the closure of one of our operations, Ken's supervision of the insurance processes was proficient, requiring little to no input from ourselves, thus making the overall task that much easier.

Richard Mauldon  
Director

**Warrington Homes Limited – Residential Care Homes for the Elderly**  
**Tel: 01249 713084**

Ken Nixon has worked with Oomph for over three years & has always been exceedingly competent, thorough & approachable in all business matters. We have found him to be a good communicator & have always been confident that he will do his utmost to ensure we gain the best service.

He is exceptionally client focused, pleasant & easy to work with.

We have no hesitation in recommending him as an Insurance Broker.

Stephen Priestnall  
CEO & Planning Partner

**Oomph Agency Services Ltd ( a member of Cello Group Plc )**  
**- Commercial Creative, Marketing & Advertising Agency including Media Space, Market Research,**  
**Graphic Design, Multimedia Consultancy & Internet Hosting**  
**[www.oomphagency.com](http://www.oomphagency.com)**  
**Tel: 01285 883791**

Dear Ken,

Just a quick note to say thank you for all your hard work sorting out our insurance requirements.

Your assistance has been invaluable and, as per usual, your professional yet friendly approach has meant we can just leave it all to you.

Regards,

Matt Taylor  
Managing Director

**ScreenSafe UK Ltd - "Testing Standards in the Workplace"**  
**[www.screensafeuk.co.uk](http://www.screensafeuk.co.uk)**  
**Tel: 0845 050 5590**

We have had our company insurances handled by Ken Nixon since 2006 during which time we have found Ken to be a thoroughly professional Insurance Broker, and one who always offers a proactive, clear & effective service delivery for our company insurance needs.

Unlike many Brokers, he has always presented Renewal terms to us in good time before Renewal date so that we have time to make a relaxed judgement on any recommendations/proposals he makes & effect any last minute changes, if required.

This is very refreshing when many other Brokers tend to produce Renewal terms very late ( terms often also increased from previous years ) & we are then rushed into renewal with existing Insurers, with nowhere else to go & no time in which to seek alternative quotations.

In addition, on the one occasion we had a major Theft loss at our premises, Ken was highly effective in negotiating a quick & satisfactory claims settlement from our Insurers, with the claims payment being sent direct to our Bank account by BACS within hours of our confirming the settlement was acceptable to us. There was no need for us to wait weeks for a cheque as often happened, with other Brokers.

I would, therefore, recommend Ken anytime to other commercial businesses, without hesitation.

Paul Jenkins  
Finance Director  
paul.jenkins@truedigital.co.uk

**True Digital Ltd – a full service digital marketing agency**  
**www.truedigital.co.uk**  
**Tel: 0117 927 7750**

We have dealt with Ken Nixon since 2006 and have found him at all times to be courteous, friendly & highly professional in all his dealings with us. He shows a high professional business ethos where he regards the client as the key in all his business associations. Furthermore, we are not treated like a production line call centre where Renewal of our insurances is handled purely by telephone or letter.

Ken takes the time & makes the effort to review our insurances in person regularly, with a visit up to 4 weeks before actual Renewal date so that any company or business changes can be reviewed & revised cover effected before our insurances actually expire. He will then produce a Renewal report with his recommendations/proposals etc, again in good time before Renewal & we can make a decision accordingly.

In view of the above, we have no hesitation whatsoever in recommending Ken to other companies who demand this level of professionalism & integrity from their professional Insurance Brokers

Paul Jenkins  
Finance Director  
paul.jenkins@intouchwithhealth.co.uk

**In Touch with Health Ltd**  
**– the UK's largest provider of electronic health information systems**  
**www.intouchwithhealth.co.uk**  
**Tel: 01285 657516**

Now that our company insurances are safely renewed & all the paperwork has been put away, I thought I'd write to thank you for all the work you put into helping us.

When I originally approached you about our insurance renewals, you very promptly arranged a meeting, during which we went over a great deal of detail about our current insurances & what we thought we required.

You then came back very quickly with a number of different options for us to consider. This was particularly helpful with our Professional Indemnity insurance where you gave us prompts about the industry standard levels of cover we should be considering.

You were able to bring the total of both business & professional indemnity insurance in at a price below our current provider. However, we decided to follow your good advice & go for a higher level of professional indemnity cover, which still only came in at a little over the current price.

At all times, you were professional, courteous & very helpful, in fact, everything I would be looking for in an Insurance Broker.

I would not hesitate to recommend your services to anyone needing to review their business insurances, & will certainly do so.

Sue Paulley  
Senior Partner  
sue@chartax.biz  
**Chartax – Chartered Accountants & Taxation Advisers**  
**www.chartax.biz**  
**Tel: 0845 658 0968**

Dear Ken,

Thank you for the expert advice you gave Doveton Press recently regarding our Commercial Insurances. Your attention to detail & full in - depth review helped enormously when pointing out the areas in which we were considerably under-insured.

When submitting your invoices, the new fully comprehensive policy was only slightly more expensive than we were paying with our previous Brokers. However, when they did eventually contact us to renew, just before our cover was about to run out, their new quote did in fact work out considerably more than yours.

This was after we pointed out to them that our existing Policy may not be appropriate. They had given us NO advice or asked any pertinent questions, for some years.

Thankfully, Doveton Press can now rest assured that we are covered for all foreseeable eventualities and I hope that others will take advantage of your undoubted knowledge of the insurance market in the future.

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