

Professional Indemnity Appetite Guide



PROFESSIONS

TARGET

Non Target

Accountants
(Preferably ICA or Institute Qualified)

- Small to mid-sized practices preferably with a regional bias
- Audit/Accountancy of sole traders and unquoted firms, bookkeeping, payroll and taxation
- Established firms who demonstrate a good track record and good risk management procedures

- Work for PLCs
- Tax Mitigation and / or Tax Avoidance schemes
- Specialists with bent towards high end corporate clients
- Only incremental long tail financial services exposures
- Central London based firms

Architects
(Preferably RIBA or other market standard qualification)

- Those working in commercial, retail, housing, hotels and recreation, healthcare, universities and schools
- Established, claims free practices using tried and tested techniques
- Total contract values up to £25,000,000

- High risk areas such as high rise buildings, sewage and water schemes, nuclear, petrochemical, dams, harbours, bridges, tunnels, offshore work, swimming pools and any involvement in cladding or basement contracts
- Paid claims or high frequency

Design and Construct
(If housing design professionals, relevant qualifications must be displayed)

- Those working in commercial, retail, housing, hotels and recreation, healthcare, universities and schools
- Established, claims free practices using tried and tested techniques
- Total contract values up to £25,000,000

- High risk areas such as high rise buildings, sewage and water schemes, nuclear, petrochemical, dams, harbours, bridges, tunnels, offshore work, swimming pools and any involvement in cladding or basement contracts
- Paid claims or high frequency

Engineers
(Must hold a relevant engineering qualification)

- Those working in commercial, retail, housing, hotels and recreation, healthcare, universities and schools
- Established, claims free practices using tried and tested techniques
- Total contract values up to £25,000,000

- High risk areas such as high rise buildings, sewage and water schemes, nuclear, petrochemical, dams, harbours, bridges, tunnels, offshore work, swimming pools and any involvement in cladding or basement contracts
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Insurance Brokers

- Predominantly Personal Lines brokers, incidental Commercial Lines and Commercial Motor exposure, limited exposure to Aviation/Marine and historical Financial Services Exposures
- Established firms, with regional focus
- Lower values on commercial placements and limited binding authorities

- Lloyd's approved brokers
- Those with heavy amounts of financial services exposures
- MGAs
- Insurance Companies
- Marine and / or Aviation Specialists
- Paid claims of high frequency

Management Consultants

- Marketing/Sales, Human Resources, Company Development, IT, Finance, Accounting
- Established qualified staff, well known clients with solid contract base
- Good contract terms and conditions and sign off for the client wherever necessary

- Interim managers with decision making capabilities only working for one client
- Investment planning or incremental financial advice
- Paid claims or high frequency thereof





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Media

- PR Consultancy, Media Buyers, Advertising Agencies, Sales Promotion and Graphic Designers
- Able to demonstrate client sign-off procedures and review of contracts in place
- Good risk management procedures

- Direct Mailings and Sales Promotion
- Income incentive scheme consultants
- Pure publishing risks
- Paid claims or high frequency thereof

Miscellaneous

- Wide range of professions to be considered including interior designers, bailiffs, loss adjusters etc
- Established practices with well qualified staff
- Good contract terms and conditions in place

- Financial Risks, Sports Agents, Some Agricultural Risks
- Those with no professional advice exposures
- Paid claims or high frequency thereof

Recruitment Agents

- Placing professions with include clerical, manual, executive, professional and IT consultants
- Established practices with limited vicarious liability exposures
- Decent contract terms and conditions

- Heavy exposure on vicarious liabilities especially in placements for the medical sector
- Offshore placements
- High hazard industries
- Paid claims or high frequency

Surveyors (Preferably RICS qualified or other relevant industry standard)

- Regional firms with limited survey and / or valuation exposures
- Construction surveyors i.e. quantity surveying, construction management etc
- Estate agent practices which have a varied works split

- Heavy exposures to survey and / or valuations for lending purposes
- Historical survey and / or valuation work
- Paid claims or high frequency thereof
