



**Footman
James**
Private Client

Working with Affinities & Partners



WHO WE ARE

For over 35 years, Footman James has provided a professional insurance broking service specialising in niche markets.



Founded in 1983, our heritage is firmly placed in the specialist vehicle movement. This wealth of experience enables us to provide an insurance proposition that meets the needs of high net worth classic vehicle collectors.

Footman James recognises the need to protect the assets of our expanding high net worth client base, which has allowed us to offer additional products, under the Private Clients branding, including household, overseas home, fine art and watch and marine insurance.

As of 2020, our Private Clients portfolio provides cover for over £1.5 billion worth of value and continues to grow.





WHAT WE OFFER

Our Private Clients team creates tailored insurance packages to suit the individual's requirements.



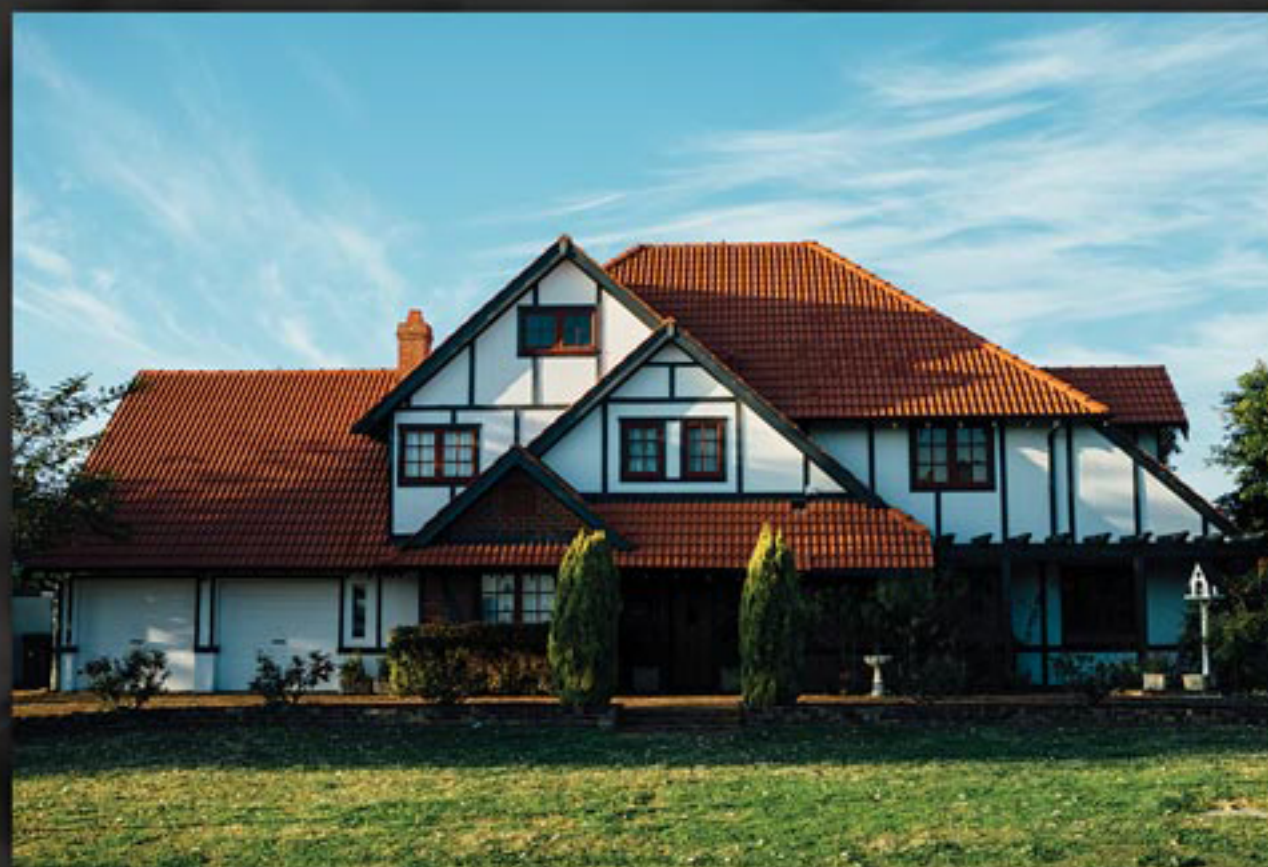
FOR THE CAR COLLECTOR



For the collector of high value classic and prestigious vehicles.

We have access to an exclusive product, including policy benefits such as free salvage for vehicles registered prior to 1970. Plus, we can provide cover for newly acquired vehicles for up to 5 days before being informed and for driving other classics with no upper value limit.

FOR THE HOME OWNER



For the owner of a high net worth home, including fine art collections and luxury watches.

Our Private Client team can provide a household policy tailored to your needs, ensuring that your most prized possessions are protected.

FOR THE PRESTIGE BOAT OWNER



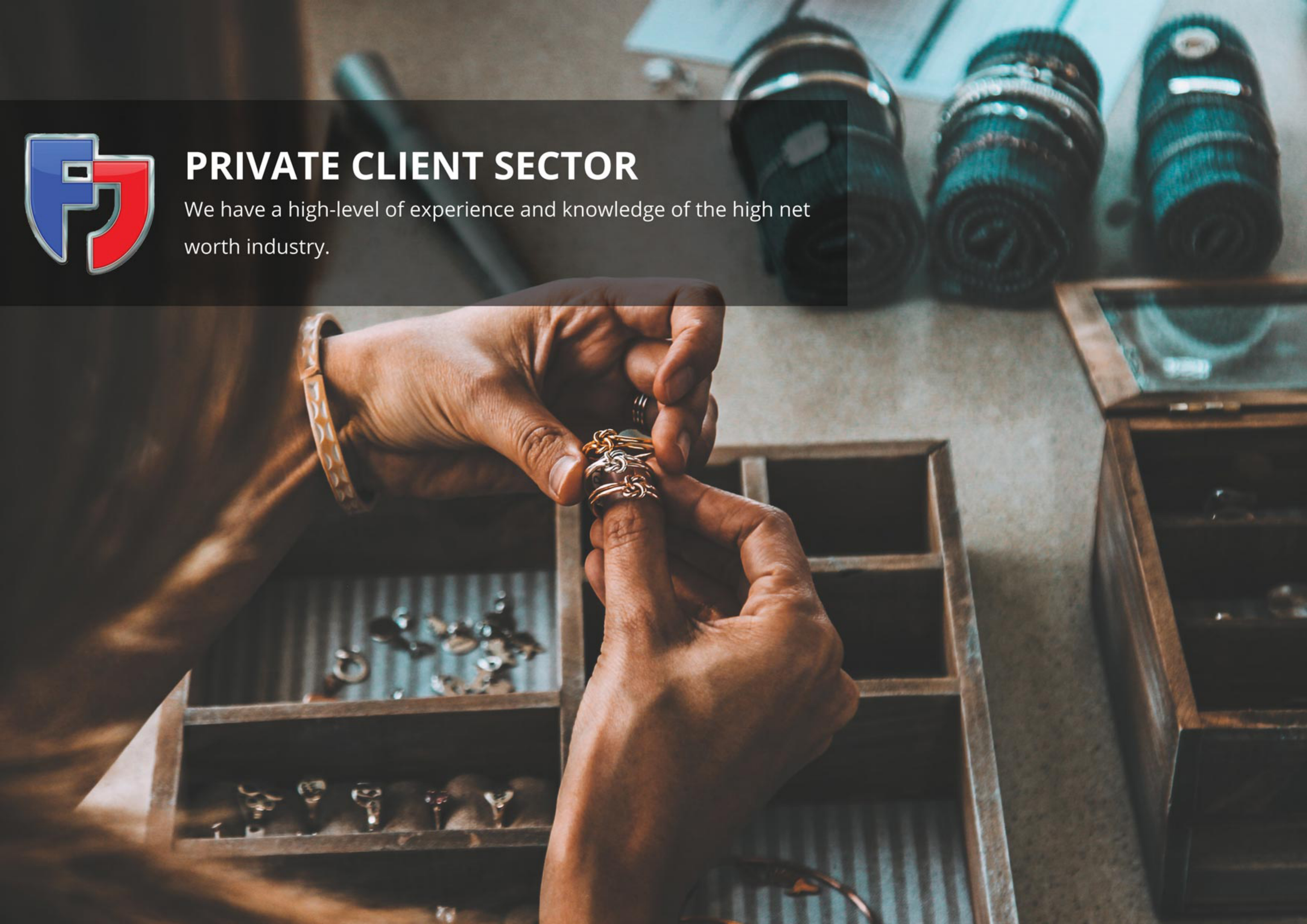
For the owner of motorboats, yachts, super yachts and more.

Prestige marine insurance arranged by Footman James can provide extensive cover including agreed value, personal property on board and the flexibility to choose your own repairer.



PRIVATE CLIENT SECTOR

We have a high-level of experience and knowledge of the high net worth industry.





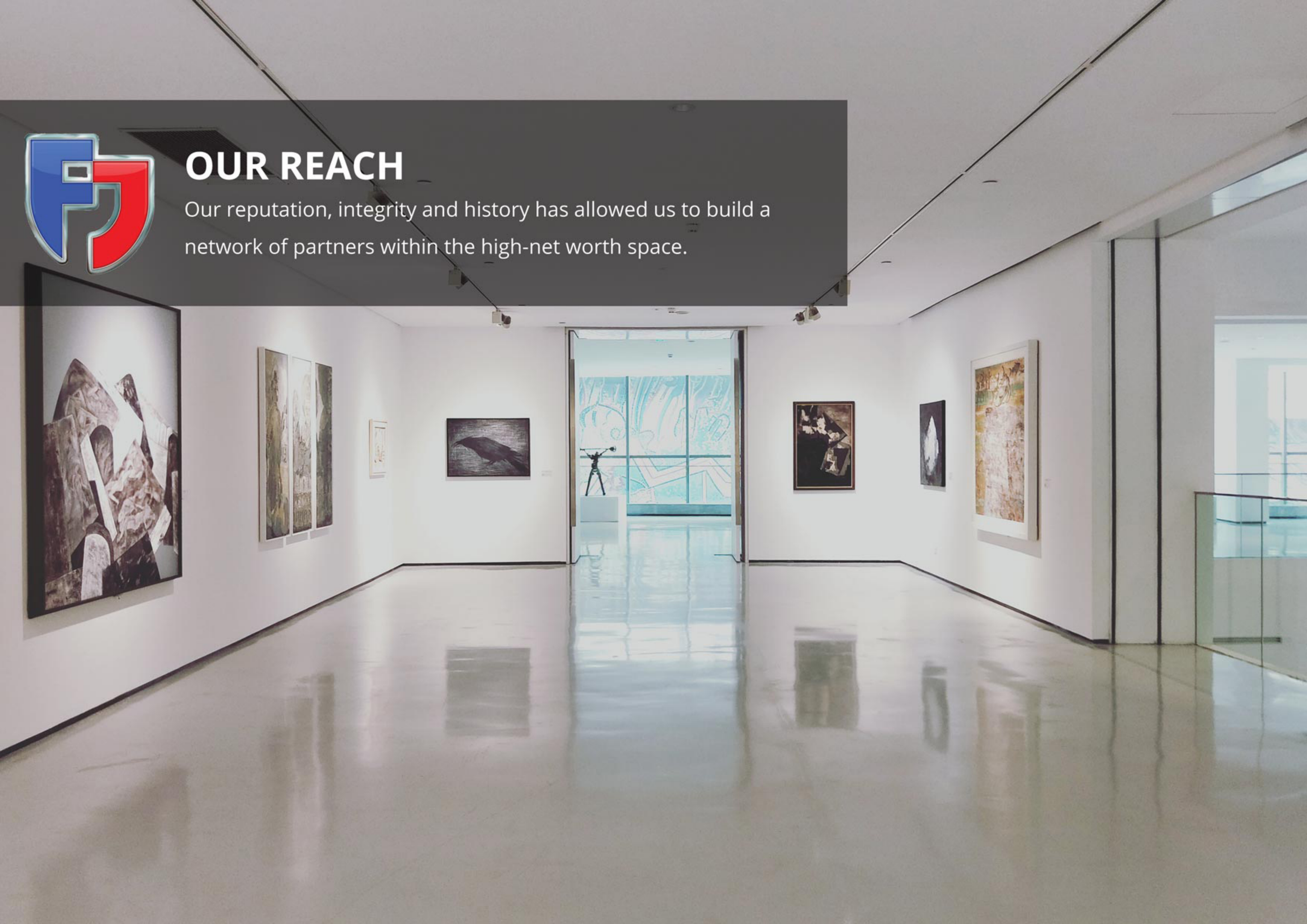
- Gold prices have been on the rise, with a fourfold increase since 2002
- We insure over £1.5 billion worth of value
- On average, FJ Private Clients insure over 8 vehicles per policy
- Majority of Private Clients have chosen to stay with Footman James for over 5 years
- Incredibly high retention rate of over 90%

*Lowe, James (2019), 'Is It Time to Update Your Jewellery Insurance Valuation?', (Accessed March 16, 2020), [available at <http://www.doerrvaluations.co.uk>]



OUR REACH

Our reputation, integrity and history has allowed us to build a network of partners within the high-net worth space.



Footman James has become one of the most recognisable brands in the classic vehicle market. Over more recent years, the trusted nature of the Footman James brand has also attracted High Net Worth clients who are keen to engage with us across several other non-motor products, including household and marine.

In order to continue to attract this highly engaged client base we work with several key partners and suppliers across, publishing, events and hospitality, car clubs and digital channels.

These include brands such as, The London Concours, The Royal Automobile Club, Octane, Watermark and The Historic Motoring Awards.





BESPOKE OFFERING

At Footman James, we believe our high levels of personal service set us apart from the competition.





- High net worth individuals are generally time poor and at Footman James we can ensure that cover is put in place quickly when necessary.
- Our dedicated team work to create bespoke insurance solutions to suit our client's individual requirements, from their vehicle collection to their yacht collection.
- Each Private Client at Footman James is assigned a dedicated Account Executive, who is their personal point of contact throughout the lifetime of their policy. Our Private Client team is incredibly experienced, with an average service length of over 13 years at Footman James.
- We have a specific member of staff whose sole role is to ensure the claims process for our Private Clients is as smooth as possible.
- We have experience of aiding clients with high value claims, working with the insurer and manufacturer to reach a satisfactory result for the client.



AFFINITIES & PARTNERS

We work closely with respected names within the Private Client insurance industry and wider sector.





MOTORSPORT



LONDON CONCOURS



AZUR

CHUBB®

Octane

watermark



WHY FOOTMAN JAMES

We engage with our clients online, at events and through our exclusive Chrome Collective club.





Our clients are at the heart of everything we do, which is why Footman James Private Clients automatically become members of The Chrome Collective, which provides its members with access to special events , VIP hospitality and track days throughout the year.

These multiple face to face touchpoints allow us to engage with our clients on a one to one basis, while also allowing the client to network and chat to like-minded enthusiasts.

Outside of the Chrome Collective we regularly keep our Private Clients up to date with industry news, thought leadership pieces and insurance updates through our monthly newsletter – and regularly provide content in conjunction with our partners. We fully understand the worth partnerships can bring to our base when we share a common set of values. With an open rate of over 40% this is truly an engaged audience!



OUR WIDER OFFERING

Footman James is part of the Ardonagh Group – the principal diversified independent broking and underwriting group in the UK.

THE Ardonagh GROUP

Footman James is part of The Ardonagh Group; the 6th largest broker in the UK and within the top 20 in the world.

With a network of over 100 offices and a workforce of over 6,000 people, The Ardonagh Group has access to an extensive range of products and risk solutions and collects over £390 million in Marine & Household premiums.

As part of the Ardonagh Group, Footman James has access to brands such as Towergate Insurance and Towergate Health and Protection, offering insurance products to small and medium sized enterprises, corporate clients and specialist personal cover.





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www.footmanjames.co.uk/private-clients-insurance

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Terms, conditions and exclusions apply to all insurance.

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