

Continuing Professional Development Certificate

Why would a small international buyer come to London?

Date: Wednesday, 01 November 2017

Time: 1.15pm - 2.00pm

Speaker:

James Grindley, ACII, CEO, CertAsig Insurance & Reinsurance Company

In this IIL lecture James Grindley explained some of the reasons why London attracted certain smaller cedants from overseas, and some possible ways London reinsurers can be more accessible to smaller, international buyers. He also gave some examples of why these buyers do not come to London and ways that London can improve in this area.

In his lecture, James highlighted some of the well-known attractions of reinsuring in London such as the prestige and association of partnering with the respected global specialist insurance market. He also explained how smaller companies leverage on their reinsurance relationships with strong reinsurers and covered the strengths and role of Lloyd's Brokers in the process.

By the end of this lecture, members would have gained an insight into:

- Reinsurance priorities of small, international buyers
- Buying mentality of smaller international buyers
- The importance of good reinsurance brokers for small international buyers



This lecture or podcast can be included as part of your CPD requirement should you consider it relevant to your professional development needs. It is recommended that you keep any evidence of the CPD activity you have completed and upload copies to the recording tool as the CII may ask to see this if your record is selected for review.