

Our experienced team identify material undisclosed client risks

Non-disclosure of material risks may lead to an Insurer not paying a claim. Ntegrity's thorough approach helps us to uncover material risks and ensure that the Insurer has a full picture of the risk.

Client Type: Accountant

Size of Firm: 15 Partners

Approx. Turnover: £4.3m

The Scenario: As part of our initial meeting, we identified that the client had completed several introductions to tax avoidance schemes in previous years. These are viewed as potentially high risk by PI Insurers. The client's former broker had not asked about this area, risking a serious non-disclosure to the Insurer that could lead to Insurers refusing to pay a claim.

How Ntegrity helped: Ntegrity's thorough approach to understanding our clients' business helps us to uncover material risks that Insurers expect to be made be aware of and to pre-empt some of the questions that underwriters will ask.

Our experienced account executive raised a number of additional queries and guided the client on what reaction they might expect from underwriters on the non-disclosure of involvement in tax avoidance schemes.

Benefits to the client: At a time when many PI underwriters are very nervous of the risks associated with introductions to tax avoidance schemes, there are a limited range of insurers interested in providing cover. This was explained to the client. We approached underwriters with the information and using strong relationships that we have built up with insurers, we were able to achieve a proposal to offer the client similar terms to those from the previous year. The client was therefore able to arrange continuous cover with the same Insurer.