

Simon Pringle

Newman Martin and Buchan LLP



Newman Martin and Buchan LLP
Insurance and reinsurance brokers

Tear Jerkers



- 💧 Gaps
- 💧 Under Scheduling
- 💧 Words & Concepts
- 💧 Wording Types
- 💧 Blinkers



Recommendations

- ✿ Assume it will go wrong
- ✿ Understand each clause
- ✿ Think “Swans”
- ✿ Scenario Tests
- ✿ Humility & Tolerance

Thank you

NMB

Newman Martin and Buchan LLP
Insurance and reinsurance brokers