

July 2018

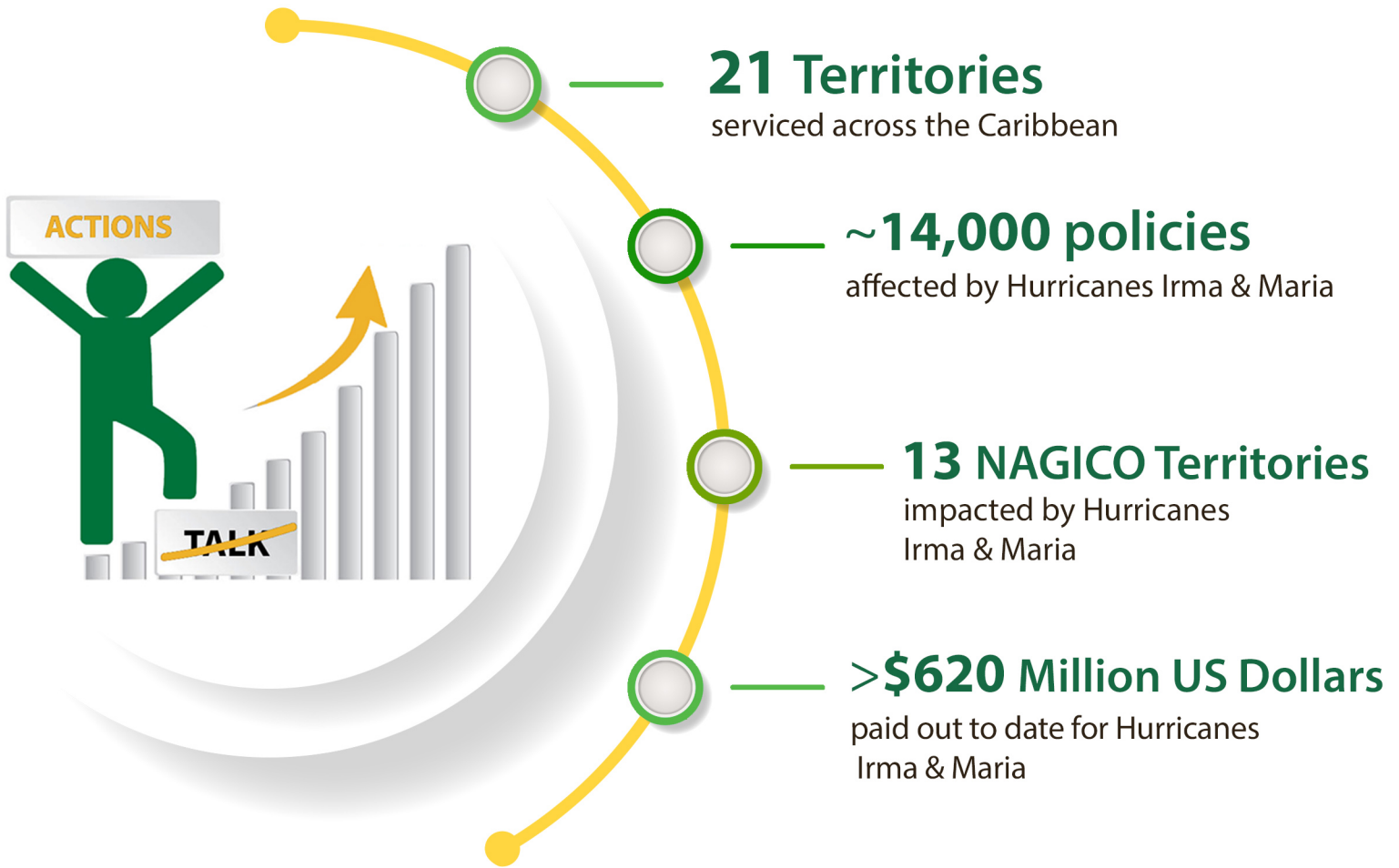
# NAGICO

## AT A GLANCE



# NAGICO STRONG

An Extraordinary Track Record



## 1 Powerful Group

Choose Strength. Choose Reliability. Choose NAGICO.



# In January 2018 AM Best categorized NAGICO's balance sheet strength at the Strongest Level

Islands within which NAGICO operates that were most severely impacted by Hurricanes Irma & Maria



Here Today. Here Tomorrow. Here to Stay.

# NAGICO aims to educate the region on the importance of insurance and insuring sufficiently

In light of the tremendous loss suffered across the Caribbean, following the passing of two of the most dangerous hurricanes in the Caribbean's history, Irma & Maria, NAGICO Insurances has taken the lead in the industry to increase the level of awareness and the importance of having insurance and sufficient coverage.

We have focused our awareness program heavily on the islands which are situated within the hurricane belt given the higher risk exposure and loss potential that persons can suffer. Our awareness drive has taken the form of townhall meetings, interviews and question and answer radio programs, media advertisements, circulation of emails and letters and collaborations with other like-minded entities/bodies.

- Antigua and St. Lucia - Our team of experts discuss a number of insurance topics weekly on the radio and answer questions from the audience.
- St. Lucia, the "Insurance WISE Up" program also features our NAGICO Agents who share their insights.
- Dominica - NAGICO partnered with the National Bank of Dominica during its mortgage open house to share pertinent insurance and risk management related information to the captive audience of existing and potential home owners.



Some of the topics covered by the NAGICO team in our islands are:

- What is insurance and why it is important
- The different types of perils/risks to which your assets (e.g. home, car, boat) may be exposed
- How to determine your sum insured and the importance of getting this right
- What is under insurance and how it arises
- Types of policies available, what they cover and their associated benefits
- Auto Insurance Basics and what you should do in the event of an accident
- What information is needed to purchase insurance
- How to file a claim and what needs to be submitted

On 4 August 2018, the Government of Sint Maarten in collaboration with the Chamber of Commerce hosted a Hurricane Expo titled "Taking Charge".

This event was geared toward business owners, homeowners and the general public to encourage all to take the necessary precautions to minimize possible damage and loss as a result of a natural disaster. NAGICO was exclusively invited to this event by the organizers to educate and bring further awareness to the audience on insurance and how to effectively protect oneself and or business.

In addition to speaking at this auspicious event, NAGICO managed an information booth at the venue from which it facilitated the answering of questions and provision of insurance advice.



## TAKING CHARGE





# HURRICANE XTRA POLICY - St Maarten

In July 2018, NAGICO Insurances unveiled a new insurance product in St. Maarten called the NAGICO Hurricane Xtra Policy. This policy is designed as a supplemental cover to insure uncovered expenses that may arise following a hurricane as well as items around your home that are not typically covered against hurricane damage under the standard Homeowners Policy.

Based on our client's as well as our personal experiences dealing with the turmoil post hurricanes Irma and Maria, we realized that there was a need for a policy that could provide cover for the additional costs that would arise after this kind of a disaster. We therefore created the Hurricane Xtra Policy to take care of expenses clients may not have catered for.

With this policy, you, the client get to decide how much coverage you want to purchase as well as how to use the payout and the claims process is simple and hassle-free. It does not require estimates to be provided or adjuster involvement, so you can get back on your feet faster with this swift pay out after the disaster. Best of all, there is no deductible.

It is important to note that the Hurricane Xtra policy, currently offered only in St. Maarten, is not a replacement coverage for a standard Homeowner's Policy. It is a policy designed to complement an existing Homeowners or Business Policy and provide you with additional protection.

Examples of items and costs that can be covered under this policy are: landscaping, travel expenses, emergency evacuation or medical care for you and your family, fuel for generators or vehicles post hurricane, loss of wages, even that pesky deductible on your standard policy and so much more.

This policy will be rolled out to a number of other islands in due course so stay tuned. For those of you in St. Maarten, don't wait, contact your NAGICO representative or visit us at our office or online at [www.nagico.com](http://www.nagico.com) and request your quote today.





# NAGICO celebrates 14 years in the Federation of St. Kitts & Nevis

June 2018 marked 14 years since NAGICO Insurances commenced providing insurance solutions in the Federation of St. Kitts & Nevis and what an impact we have made during this time.

Manager of the Branch, Amit Mohabir arranged a celebration to commemorate this milestone and reflect on the journey to date. Customers expressed deepest appreciation for the way NAGICO has done business with them over the years and some even stated that they feel at home when they visit the NAGICO office because of the warm and welcoming attitude and friendly service of the staff.

Gift vouchers were presented to some long-standing customers who have been with NAGICO from inception and the contribution of long service staff, agents and brokers was formally recognized at the event as all reminisced together.

Mr. Mohabir highlighted the fact that the business of insurance is built on trust which stems from strong relationships. He praised the staff, agents and brokers for their consistent positive service delivery and fostering of happy relationships with the NAGICO client base.

“As a company, NAGICO understands that no business can thrive without building good customer relationships,” Mohabir said. “Our customers are the building blocks and backbone of NAGICO and so today we recognize everyone’s contribution, large and small alike.”

We are honored to be able to serve the people of St. Kitts & Nevis and look forward to continuing to do so for the foreseeable future.





# TRINIDAD EVENTS

On January 13, 2018 the Company held a Health and Wellness activity, where members of staff and the community were invited to participate in this event.



To promote our Core Values, the Company hosted a NAGICO iCRAFT ((i-Integrity, C-Commitment, R-Respect, A-Accountable, F-Fairness and T-Teamwork) event on April 28, 2018 at Macqueripe. Six teams were formed and each team represented an acronym in iCRAFT. Teams competed in the Zip-lining and archery activities and points were also awarded for displayed iCRAFT qualities throughout the day.





# TRINIDAD EVENTS

On June 9th 2018, NAGICO's 5th Annual Agents & Brokers Awards Function were held at the Hilton Trinidad & Conference Centre. This auspicious occasion celebrated the top performing Agents and Brokers for their contribution to NAGICO's success in 2017. The theme emanating throughout the night was one of resilience which was echoed from the ambience of the room to the persons who addressed the audience.

Senior Executives of NAGICO were in attendance including Mr. Bhardwaj Raghubir - Group Chief Underwriter, Mr. Vibert Williams - Managing Director of NAGICO Bahamas and members of local management.



(L-R) Bhardwaj Raghubir Group Chief Underwriter; Rishi Singh, Executive Manager-Underwriting, NAGICO T&T; Vibert Williams, Managing Director – NAGICO Bahamas



(L-R) Account Executive, Vijai Seegobin, Arjay Ramlal, Sales Manager, Jamie Manson, Insurance Administration Manager, Carlene Dass, Underwriting Manager and Andre Mills, Executive Manager Finance and IT



Diamond Producers from left, Hardath General Insurance Consultants Limited, Agostini Insurance Brokers Limited, Personalized Insurance & Reinsurance Ltd and Universal Insurance Brokers Limited



Irma Ramsundar, representative of Wallum & Associates Limited and Anthony Charles of Agostini Insurance Brokers Limited, - Agent and Broker of the Year, respectively.

# TRINIDAD EVENTS

In her address, appropriately themed “Resilience in Trinidad and Tobago” Economist and Specialist Consultant, Ms. Indera Sagewan said “the present is rife with challenges but so too many opportunities, therefore, the creativity of persons to adapt to the changing environment can lead to unimaginable success”, a message embraced by all present.

Other notable speakers at the event included Mr. Raghubir, Group Chief Underwriter, and Mr. Vibert Williams, Managing Director of NAGICO Bahamas, who provided statistics on the status of claims settlement emanating from the recent catastrophes and also shared details regarding the Group’s vision and the strength of its reinsurance program. The Company Secretary, Ms Sherene Ramdial, in her presentation of the Year in Review, spoke about the challenging 2017 year and also touched on the implications for the industry resulting from the recently enacted Insurance Bill.

However, the highlight of the evening’s proceedings was the distribution of awards to NAGICO’s hard working intermediaries.

Before the curtains came down, the esteemed guests were treated to entertainment by the Shiv Shakti Dancers and Farmer Nappy, much to the delight of all.



Featured Speaker, Indera Sagewan, Economist Specialist Consultant in Competitiveness & Sustainable Development delivering her address, appropriately themed “Resilience in Trinidad and Tobago”



The renowned Shiv Shakti dancers performing a choreographed dance depicting the theme of **Resilience**



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