

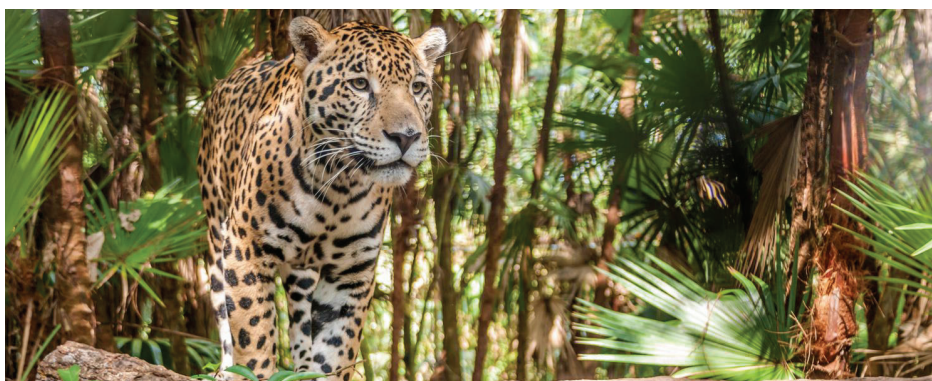
Better safe than sorry

Trust in your  broker for this policy.

Your broker always keeps you informed... If you are unsure, come and find us

Monthly bulletin
Nº 28 / June 2015

Travel Insurance: “one small step for man, but a giant leap for mankind”



If you've ever visited Corcovado National Park in Costa Rica you've probably read a sign at the entrance that says **“Recommendations in the event you cross paths with a feline.** Follow these instructions: keep a safe distance and maintain eye contact with it. If it approaches, raise your arms and shout at it, defend yourself and fight if it attacks you, do not run and never turn your back to it ...”

Travelling always involves risk, even if you never set foot in a jungle. Young people trek the Road to Santiago and go on camping trips; many executives and representatives travel for business; even the elderly go on beach holidays with the prescriptions for their daily medicine close at hand.

Why take out travel insurance?

Because whether you're on holiday, practicing sports, doing business or studying away from home, unforeseen events happen all the time that can spoil your trip and cost you a lot of money. Imagine getting your suitcase stolen with your personal objects, or breaking a leg while surfing, or getting ill when you're with your family in Rome celebrating your silver wedding anniversary.

All these things can happen, but you can anticipate them. Just tell us where you're going and we'll tell you how you can protect yourself. **A good travel insurance policy represents a major cost saving when**

something happens. It could compensate you financially if you incur medical expenses, if you require medical repatriation, transfers to medical centres, baggage tracing or even legal assistance...

246 million euros due to cancellations

When you take out Travel insurance, make sure it includes a Cancellation guarantee. Just last year in summer alone, Spaniards spent 246 million euros in cancellation fees, costing each person an average of 300 euros. The reasons were illness or accident.

Most of the time people more likely enjoy imagining themselves on a trip and thinking about the good time they're going to have. But... if you want to save time and money, you have to plan ahead wisely.

Once you've decided where to go and you've insured the risks, buy your airline or train tickets well in advance because they're cheaper. Read opinions on the hotels you've shortlisted so you can make the best choice. Locate the places you want to visit and make an itinerary. Read up about the local culture and traditions (you know, “when in Rome, do as the Romans do”). Then calculate a budget and add an extra 10-15%, which is a big enough margin to cover any unexpected expense and won't break the bank.

Have a good time! And... see you when you return.

73 million euros in advance payments for Campofrío after the fire in Burgos.

You can count on insurance companies in these kinds of situations

Insurance works when you need it. At least that's what Campofrío says after the fire in Burgos. On Sunday 16 November, 70,000 square metres of their factory burnt down. According to Campofrío HR director Remedios Orrantia, the company had *“a solid insurance programme, with a sound coverage structure. This is very important because you never think you're going to need it and until something tragic happens you don't appreciate the true value of this programme”.*

We're here for you in these kinds of situations

This is how the companies responded after the accident. It's the rationale for our work as insurance brokers: manage your risk by offering the best policy.

Campofrío has already received 73 million euro in advance compensation for the fire. The financial report of their 2014 accounts shows that the extraordinary financial income and losses resulted in a positive balance of 25 million euros. Thanks to their insurance policy, the company's assets will not suffer a negative impact.

What does their insurance cover?

Practically everything: property damage suffered by the production facilities in Bureba and loss of profits stemming from the reduction in sales as a result of the accident. It also compensates the company's additional costs in recovering its lost sales.

In their annual report, the Company states that **“society expects an additional compensation for property loss, loss of profits and additional costs they may incur... for the 12 months following the date of the loss”.** This way, insurance will enable the company to *“cover the entire replacement cost of a new factory with a similar capacity of the former one”.*

Any company, no matter the size, can insure these disasters. If you put your trust in us, we can prevent 7 out of every 10 Spanish companies closing due to improper insurance coverage.

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Savings Plan 5 with tax exemptions : “Don’t put off until tomorrow what you can do today”



“Better today than tomorrow” (“El Quijote”) or “the worst errand is the one that doesn’t get done”...

A lot of classic Spanish sayings encourage people to take action. The real meaning behind these words of wisdom is that it’s better to put laziness aside and take care of unfinished business.

Today we are inviting you to save money in the Long Term and benefit from tax exemptions and **compound interest**. It’s the money generated by interest that accumulates at the end of each investment period and which is capitalised by reinvesting it with the initial contribution.

Benefits of saving in the Long Term

The Short Term is 1 year, the Mid Term is from 2 to 5 years and the Long Term is more than 5.

The name of this option is **ILTSI** (Individual Long Term Savings Insurance). And with this new savings product, defined by the latest Fiscal Reform, **you decide your own “tailor-made” level of savings**

and freely set the contribution calendar, which you can modify at any time.

The Legal requirements to take advantage of its benefits are:

- **Maximum yearly contributions of €5,000.** You decide whether you want to make periodic contributions or a single one, and you can always change the amount as long as you don’t exceed the maximum limit.
- **The minimum term is 5 years** for the interest not to get taxed; although **after the first full year it has liquidity**, but at the expense of the tax exemption.
- **You can only take out one of these new individual savings plans.**
- Coverage for **death and survival.**
- **Guaranteed capital** of at least **85%**, of the premiums paid.

For all these reasons **it is an excellent formula where your savings can grow** for your retirement. **Contact us. We’re professionals** and can explain exactly what it’s.

Research

Insurance companies cannot increase the price of their policies due to medical conditions

La nueva Ley del Seguro, que tramita The new Insurance Code, which is being discussed in Congress, will prevent companies from raising premiums when the claimant has health problems. According to the Directorate General of Insurance, **“the worsening health of the insured party is the risk that the company must cover. Otherwise, the nature of this type of insurance would be undermined”.**

Premium costs are currently increasing by up to 30% among individuals with healthcare needs. Some insurance companies launch aggressive campaigns with discount prices to attract customers. They then later increase their rates as claims increase.

Insurance brokers applaud this initiative because it defends your consumer rights while respecting the essence of health insurance, which is give coverage to those who need it. **We feel that everyone has the right to private Healthcare at a reasonable price.**

Anecdote

Death insurance was invented by the Egyptians

Death insurance was first chronicled in ancient Egypt in 2225 BC. The costly funeral rites gave the pharaoh’s subjects something to think about when considering getting a good start in the afterlife.

Well-heeled Egyptians formed associations and paid membership fees that would guarantee the payment of burial rites. When one of the members died, the rest would take care of the expenses with the money saved up.

That was the origin of today’s Death insurance, which covers funeral and burial expenses. Some of us still remember an agent going door to door in the villages and collecting on this policy. And people paid gladly, because with every visit they were reminded that they were still in the world, that they could enjoy life and prepare properly for “the trip to the other world”.

