



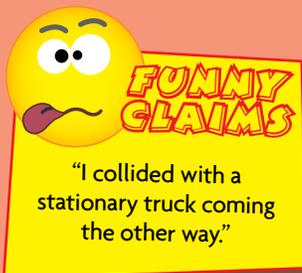
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Forging ahead in 2011.



1966 WAS A GOOD YEAR for many things. England beat Germany to win the World Cup, The Beatles and The Rolling Stones had screaming teenagers following their every move, and flowered shirts and flared trousers were all the rage. Meanwhile, in Spain, Knight Insurance Brokers S.A. (KIBSA) was started by a forward-thinking John Knight. Now, some 45 years later, that same company is thriving and offering the same unparalleled service that it has always done since its inception. KIBSA continues to be the largest independent broker serving foreign residents in Spain.

The company's portfolio has tens of thousands of satisfied customers of all nationalities including British, German, Dutch, French, Scandinavian and Spanish. KIBSA has a network of offices spread across the Costa del Sol, Costa Almeria, Costa Blanca south and north and the Balearic Islands.

The company prides itself on providing a personal service, as Roy Knight, Managing Director and son of John Knight pointed out, "Our success is down to our customers. As we have now turned into yet another year, we would like to thank all our customers past and present who have made our organisation

what it is today. 2011 promises to be yet another successful one for our organisation and we look forward to serving our existing clients and numerous new ones who are very welcome on board!"

Being general insurance brokers, Knight Insurance Brokers S.A. is duly registered with the Spanish authorities (DGS) with the number J-1210, thus they are not tied to any one company and they work closely with several major insurers and are legally bound by their rules. They are obliged to obtain several quotations on a client's behalf before recommending any insurer. For example, car insurance would always include a quotation from Liberty Seguros, Spain's leading expat and national market insurers.

During its time in business in Spain, Knight Insurance has developed a very loyal clientele who return year after year for their insurance needs.

As John Knight points out, "After forty five years it has been especially pleasing that

we have managed to keep a loyal following amongst our clients, who make up our core business. We offer a very complete service and a range of comprehensive insurance products including: car, home insurance (buildings and contents), health, life, marine, commercial, pet, travel, golf and other types of leisure, and legal insurance. This extensive range of products means that our customers have no need to go anywhere else for their insurance needs; we have everything under one roof, so to speak."

The company's directors, John, Roy and Susan Knight remain actively involved in the business on a day-to-day basis. Their continued aim is to serve the growing number of foreign residents in Spain and the Balearics, and to offer a continued and unequalled service.

For more information and an immediate quote call the owl sound: **902 28 28 20** or pop into any of our branches.

Spain vs United Kingdom

It's a whole new ball game

There are many differences between insurance policies in Spain and the UK. You should be aware of these differences as some of them are very important. Read on and ask yourself if you are adequately covered by your insurance policies here in Spain.

CAR INSURANCE

Regardless of how long you've been living in Spain, driving on Spanish roads can be very daunting indeed. Whether you're a novice or a proficient motorist, accidents can and will occur. Taking into account that roads, signs and driving styles are different to what we are used to in the UK, we need to make sure that we take sufficient precautions.

Just as in the UK, car insurance in Spain is mandatory. In the UK it is the driver and not the car that is insured. In Spain however, it is

the car and not the driver that is insured. If someone wants to drive someone else's car in the UK they have to have their own insurance, or be named on the owner's insurance policy. This is probably the most significant difference between the UK and Spain.

HOME INSURANCE

No matter which country you live in, your home is probably always your greatest asset. A house represents a big lifetime investment whether you decide to use the property as your own residence, rent it out or even sell it on. And of course, when it comes to floods, fires and break-ins, the unexpected can happen in this country too. As such you need to protect your investment and, for a small premium, you can do just

that and safeguard your assets for ultimate peace of mind.

Here in Spain many properties are located on urbanisations. All properties within urbanisations form a community and most communities have insurance policies to cover public areas and also may cover the buildings part of your insurance too. However, you need to be attentive – most community covers are very basic and you may need additional first loss cover to ensure that you are properly protected. With this in mind and before taking out additional property insurance, you need to find out what exactly your community is covered for – and more importantly, what it isn't covered for. Ask your Community Administrator to provide details.

PET INSURANCE

Even though we may see dogs wandering the streets of towns, we shouldn't think that the Spanish have a lax attitude toward pet care. Changes have recently been made regarding the ownership of pets and how we should control them outside of the home. Laws have been updated and are now being enforced. What's more, there is a huge clamp down on pet owners, ensuring that all paperwork, documentation and insurances are in place – especially regarding dangerous dogs.

Standard pet insurance is usually sufficient for the average dog or cat. However some of these will not cover dangerous breeds. Often Spanish household policies will enable you to include cover for a dangerous dog and will cover the legal amount of public liability required. However, you do need to consult your home insurance

policy to check whether you may need additional cover to be fully compliant with the law.

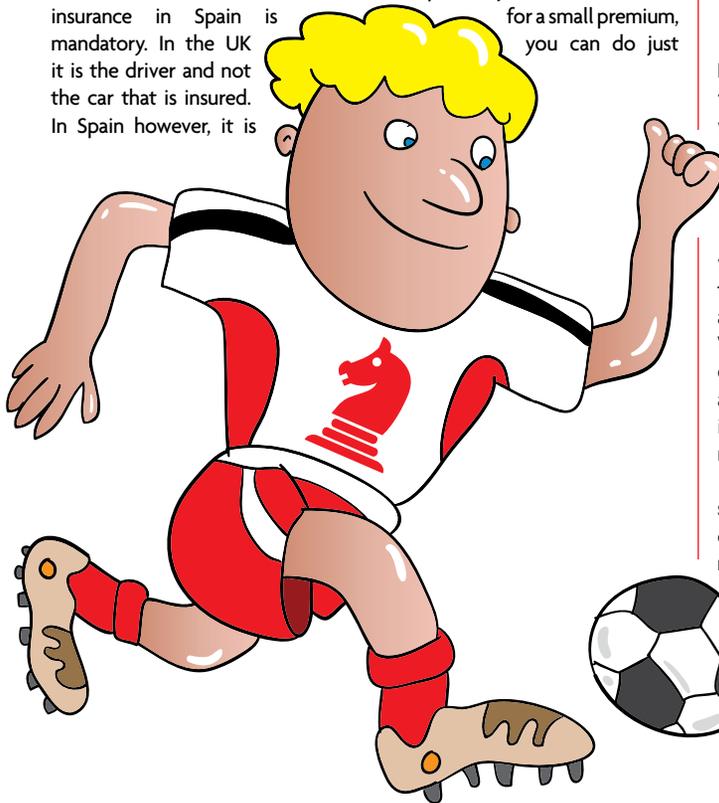
TRAVEL INSURANCE

Don't think that just because you are living in Spain with fantastic weather and beaches that you will never leave the country again. It's always good to have a change of scenery, even in paradise!

Nowadays, there are many different types of travel policies and if you are planning to travel more than once a year, you may find it more economical to purchase a multi-trip policy instead of individual policies. The choice is yours.

In the event of repatriation, many travel policies will send you back to where you came from. As such, if you start your journey from Spain, you will be sent back to Spain – however you may want to be sent back to where your family is. Bear this in mind when taking out a travel insurance policy as unfortunately, the unexpected can sometimes happen.

For all your insurance needs or to find out what other precautions you should be taking to give you peace of mind, call Knight Insurance on 902 28 28 20.



"Going to work at 7am this morning I drove out of my drive straight into a bus. The bus was 5 minutes early."

Changing Insurance Trends

Life insurance now appeals to younger buyers

According to a recent survey, it appears that today's global policy buyers under the age of 40 are opting for life insurance over other asset alternatives, based largely on a strong desire to obtain financial security at a young age.

The survey also revealed that a significant number of these younger policy holders are opting to pay for their policies much faster, often over ten years or less.

Of those surveyed, 35% of whole life purchasers under 40 said they wanted to pay off their premiums as quickly as possible rather than using the more traditional approach of paying over a lifetime.

Today, more under-40s view life insurance products as a way to supplement their retirement income

The survey, spurred by an increase in global whole life purchases by younger buyers in recent years, revealed that insurance buyers under the age of 40 are motivated by the desire for financial security "as soon as possible" (74%), as well as a desire to be debt-free as soon as possible (76%). These figures contrast with 68% of those over 40 who seek financial security as soon as possible and 69% of over 40s who believe it is important to be debt-free as

soon as possible.

This survey revealed that life buyers within this age bracket see a multitude of benefits in owning whole life insurance. What's more, it appears that their first priority in buying a policy is to protect their families (72%). This is also the number one reason those over 40 buy it (79%). The guaranteed cash value of whole life insurance is the second most important reason for both those under 40 (66%) and over 40s (71%).

However, today more under-40s view life insurance products as a way to supplement their retirement income (54%) compared with half of those over 40. It appears that despite the economic crisis, overall life insurance sales are actually starting to bounce back.

Whether you are above 40 or below 40 and would like to feel more financially secure just like the masses out there, then now is the time to get in touch with your nearest Knight Insurance office for a quotation. Knight offers life insurance as well as many other types of products and can confidently guide you towards purchasing the best product for you and your future.



Hang on to your points!

http://www.dgt.es/portal/es/oficina_virtual/permiso_por_puntos

Nearly 80,000 drivers have lost their licences since the points system was introduced in Spain and many more are finding themselves dangerously close – talking on a mobile phone, failing to wear a seat belt, driving after drinking, and even not allowing sufficient 'waiting time' at a give way sign. But how can you tell just how many points you've lost and more importantly to some, how close you are to actually losing your driving licence?

A simple way to find out how many points have been deducted from your licence is by entering the DGT's website at the web address displayed above.

Click on the panel 'CONSULTE

SU SALDO DE PUNTOS' on the left and then select the top option, Saldo de Puntos (Sin certificado). This allows you to follow a series of links that, upon inputting the details of your Spanish driving licence, will allow you to obtain information regarding how many points you currently hold.

It is in this same section that you can pay your traffic fines online and obtain other information of this nature.

This online service is only available for those that either hold a Spanish driving licence or an international licence that has been validated to a Spanish one, and at present, links in this section are only in Spanish.

IMPORTANT ADVICE

Do not immediately cancel medical insurance when you return to the UK

Due to hard times in Spain, many of the 2 million expats living and working in the country are choosing to go back to their homes in the United Kingdom.

If you are one of those that has made this decision, you might like to know that the British Consulate have confirmed that after living abroad, it may take 4 months to be entitled to medical care under the NHS. For this reason we would like to recommend that if you are moving back, you should not cancel your Spanish Private Medical Insurance straight away, but instead wait until you receive acceptance once again in the UK. Because if an emergency should happen while you are waiting to be accepted back into the British system, you could find yourself with a problem.

Upon arrival, you may have to undergo an Habitual Residence Test or HRT to see

if you are entitled to become a resident of the UK on your return – even though you are actually British. However, these tests are routine and do not necessary have to present themselves as a problem. You may be required to provide a household bill with your address on it.

With this in mind, it is imperative that you do not cancel your current health insurance policy here in Spain until all such matters are complete.

For further information on this subject, contact the British Consulate in Spain.

If you have any queries regarding health insurance call Knight Insurance to discuss our wide range of health insurance products to suit all needs and budgets.

Contact your nearest office for an informal chat regarding how best to protect your health or to ask for a no-obligation quote today.

Frightful fatal facts!

About 40% of fatal crashes involve alcohol. If the accident occurs after midnight, the percentage increases to 75%

On average, 15 pedestrian school children are killed by school buses each year, most occurring between 3pm - 4pm on weekdays

Male drivers cause twice as many accidents as female drivers

People between the ages of 16-20 face a higher chance of being injured or killed in a car crash over any other age group

Car accidents are the most common and most deadly source of personal injury in the world

Most car accidents actually occur within 5km of home

Cars that are more prone to accidents are sports cars and hatchbacks

Your chances of getting into a car crash while talking on a mobile phone increases by 400%

Knight Insurance reminds you to exercise caution at the wheel!

Knight Times is published by **KNIGHT INSURANCE BROKERS S.A.**

Contributions and suggestions for content will be gratefully received. Please email to: plc@plcspain.com

Knight Insurance Brokers (KIBSA) has been serving the expatriate community in Spain since 1966. As independent insurance brokers, we can offer a broad spectrum of insurance: Car; House and Contents; Life; Medical; Business and Communities; Marine; Pet; Travel; Golf and Legal and we work with a variety of companies in order to ensure that our clients obtain the best cover at the lowest price. **Call 902 28 28 20 for an instant quote.**

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