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Roy Knight goes for Gold... a spectacular Olympic experience.

It's been fifteen years since Roy Knight took any time off in August, but this year it was different. So what convinced him to change his mind and why? Well, a chance in a lifetime materialised because Roy was invited by the NBC-GE (National Broadcasting Company-General Electric) to attend the Games of the XXIX Olympiad – or more simply put, the Beijing 2008 Olympics.

OPENING CEREMONY

As one of the official sponsors of the Beijing 2008 Olympic Games, NBC-GE invited Roy to join their group to attend the Games' inaugural ceremony on the 8th August 2008 at the magnificent Birds Nest stadium and to watch some of the competition's events during the Games. For someone who only plays, as Roy enthuses, "a bit of squash now and then, and not very well at that" it seemed like an opportunity of a lifetime. After all, who could resist the prospect of watching the best athletes compete in the greatest sporting event on earth? Not only that, but the chance to discover the city of Beijing including The Forbidden City and Tiananmen Square, and visit the Great Wall of China."

LUCKY NUMBER 8

The opening ceremony of the Summer Olympics in Beijing



Roy Knight at "The Bird's Nest" stadium.

began on 8/8/08 at 8 minutes and 8 seconds past 8 pm (local time). You may have already guessed that the number '8' is particularly significant for the Chinese with its connotation of wealth and prosperity, the equivalent of the West's lucky number 7! Many of us sat at home watching the ceremony on TV (along with

billions of others throughout the world) in wonderment at the magnificent display of talent, lights, audiovisual effects, pyrotechnics, costumed performers and the perfect coordination of all the participants. The ambience and spirit of the event was tangible, as Roy said "simply indescribable."

"SPECTACULAR"

However, as he pointed out, what the TV viewer would not have seen or perhaps known about, was that the 90,000 people inside the stadium sat through an additional five hours of traditional performances (through exhibitions of theatre, dance, martial arts, etc), during which various Chinese cities were represented by their universities, schools and cultural



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organisations; even before the opening ceremony started at 20:00 local time. Roy summed up the whole evening in one word: "Spectacular!"

THE GREAT WALL OF CHINA

Not only did Roy experience a special delight at the inaugural ceremony, but another momentous experience, when on the same day he visited the Great Wall of China. The Great Wall is approx. 6,400 km long (4,000 miles), 7.8 metres high and 5 metres wide with some sections dating back to the 5th Century BC, and is believed to have been guarded by 1 million men at its peak, so rightly deserves its place as one of the 7th Wonders of the Modern World. As Roy commented, "The date 8/8/08 will be, for me, one which I will never forget. Two very memorable events for me without any doubt at all".

SUPERB ORGANISATION

As Roy observed, Beijing was very well prepared for the Games and the media attention that came with it, all the streets were clean, a massive security set-up in place with a highly visible police and security presence. In all the central areas there were Olympic Information Kiosks manned by young Olympic Volunteers, many of whom spoke several languages, normally English, French and Russian. (Apparently, Russian is the second most spoken language in China). There were dedicated lanes on many streets for the exclusive use of Olympic direct transport. Traffic was reduced by half because a 'rota' system had been put in place, whereby, depending on the day, only odd or even numbered registrations were allowed on the roads.



The day after the opening ceremony, Roy visited Tiananmen Square and the Forbidden City. The Forbidden City, declared a World Heritage Site in 1987 is located in the middle of Beijing and covers 720,000 square metres. Formerly the Chinese imperial palace built in 1406 to 1420, it served as the home of the Emperor and his household as well as being the

ceremonial and political centre of Chinese government for almost five centuries; it now houses the Palace Museum.

SMILE PLEASE

Roy was pleasantly surprised by the large number of groups of Chinese tourists (usually younger people), who were visiting Beijing from different parts of China. He



thought it particularly curious that their most sought after souvenir was to have their photo taken with non-Asian visitors!

GRAND SCALE – SMALL SCALE

During these visits, Roy was convinced that everything in China was made on a very grand scale, as he commented, "the public buildings and monuments are enormous... that is apart from the clothing sizes, where an XL size tends to be nearer an M here". Perhaps understandable given that the average mans height is around 1.72m, with the exception of Yao Min, who at 2.29m could be classed as a giant, but then he is an NBA basketball player!

SO WHAT WERE THE HIGHLIGHTS DURING ROY'S TRIP?

1. The most moving: the opening ceremony.
2. The most exciting: being present at the USA team's world swimming

record in the 4 x 100 metres freestyle (one of Michael Phelps' 8 gold medals), surrounded by Americans urging on their team!

3. The most stressful: bargaining in the silk market... it helps to be Moroccan, Turkish or Chinese to deal with this experience!
4. The most surprising: the clothing sizes – tiny!
5. The most 'simpatico': the Chinese people, they are friendly, happy and very sociable.
6. The most hopeful: that these Games might be the decisive moment to precipitate the liberalisation of China by the present regime.

WERE THERE ANY DOWNSIDES?

In Roy's opinion there was only one negative factor, that was the permanent mist hanging over the city, but with average temperatures of 28°C and 85% humidity, perhaps it's unavoidable.

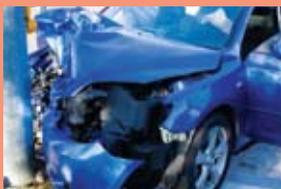


So it was a truly memorable and unique experience and Roy closed by saying: "I have to thank the NBC-GE group for their invitation to join their group and to proffer them my most sincere congratulations for their excellent organisation. Hats off to China in general and Beijing in particular, for the organisation of these unforgettable Games".

HELPFUL TIPS

Did you know...?

If your vehicle is declared a total loss (or write-off), the amount you may expect from your insurance company may differ substantially from the amount you eventually get paid.



For vehicles up to 2 years old, the new replacement value is normally paid. If your vehicle is between 2-4 years old, some companies offer between the book value and the new price.

However, if your car is over 4 years old, the actual value is only calculated according to its make/model plus month/year of first registration.

Be aware, that other factors relating to the vehicle, such as low mileage, exceptional condition, renovations, modifications, undeclared accessories, etc. will be not taken into account in the price offered.



Roy Knight, Managing Director of KIBSA, sightseeing at The Great Wall of China.

Car Insurance explained

What does it all mean?

There are different levels of car insurance on offer so it is important to find one that covers your specific needs. It may be worthwhile taking time to familiarise yourself with some key definitions and points, so that you can identify a suitable policy. This will then enable you to seek out the relevant quotation from a range of insurance companies – or more simply, speak to Knight Insurance and they will search on your behalf.

1. FULLY COMPREHENSIVE

This means that damage to your own vehicle is covered by your policy, irrespective of how it's caused and with/without a Third Party vehicle involved. It covers against fire, breakage of glass, damages to car contents and theft of the vehicle. It also covers injuries to the insurance taker, the car owner, driver and the spouse, ascendants, descendants, relatives and the car passengers. There are policies with various levels of excess payable. In some cases, additional higher voluntary excess will reduce the premium. Some companies will offer a policy for a new car without any excess, but the premium will be higher.

2. FULLY COMPREHENSIVE WITH PROTECTED NO-CLAIMS BONUS

This means that your No Claims Bonus is protected, in the event

that you need to make a stipulated number of claims within an allotted period.

3. THIRD PARTY, FIRE, THEFT AND TOTAL LOSS

This means that Third Party's damages are covered as well as your own, if damaged by fire, theft or if the vehicle is declared a write-off after an accident.

4. THIRD PARTY, FIRE AND THEFT

Third Party damages and cover to your vehicle damaged by fire or theft.



5. THIRD PARTY AND FIRE

Third Party damages and cover to your own vehicle damaged by fire.

6. THIRD PARTY ONLY

Is the minimum insurance required by Spanish law to drive a vehicle in Spain and covers the risk for causing personal injury and damage to Third Party's property. It provides no cover for the insurer's own vehicle, unless the accident is provoked by the Third Party and your insurance company can

reclaim your damages from the Third Party's insurance company.

7. ROADSIDE ASSISTANCE

For accident, breakdown and sickness during the course of a journey. This may be restricted to local trips or be valid throughout Europe and may be effective from home or from a certain distance away. There may be cover provided for driver and passengers, plus a provision for a substitution vehicle if an extended level of cover has been contracted. Knight Insurance Broker's clients have the option of a 30 euros payment which provides a courtesy car for up to three weeks, in any one claim.

8. GLASS

Normally all windows and windscreen, which may include a sunroof but excludes mirrors.

9. FINES

You may be covered for fines, points deducted, or loss of your driving licence.

10. DEATH, DISABILITY AND MEDICAL

Payment on death, permanent disability and medical cover. Limits may vary considerably as they depend on the specific policy terms and premium paid.

11. ADDED FEES

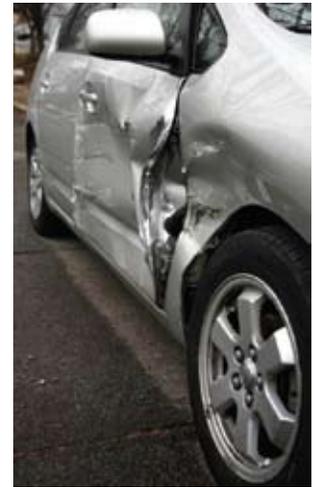
There are obligatory additions such as administration fees, taxes and consortium contributions that can be added to the car insurance premium.

12. ADDITIONAL DRIVERS

Don't assume that your son, daughter or anyone else can use your vehicle with your permission. Check your policy conditions as some policies are contracted on a named only driver basis OR drivers over a certain age. Bear in mind that premiums are based upon the information provided by you at the start of the policy.

13. VEHICLE INSPECTION

In certain cases some companies insist that a vehicle inspection is carried out by a member of staff to check there is no existing damage at the time of taking out a policy.



This occurs if the car is not brand new and the client is not already with Knight Insurance with a Fully Comprehensive policy.

14. ADDED ACCESSORIES

Any accessories that are factory fitted or optional extras should be declared when taking out the policy, as there may be a higher premium applicable if the client wishes these to be covered.

15. NO CLAIMS BONUS (NCB)

The client has to provide proof of their NCB from their previous insurance company, or the policy number and expiry date if with a Spanish policy. Most companies will accept bonus proof from a client's home country. If you're unsure about how to obtain evidence of your NCB, contact your local Knights broker.

Don't forget that a claim on your policy will reduce your No Claims Bonus, unless you have a Fully Comprehensive policy with Protected No Claims Bonus.



Broker versus direct line

It's no contest

Making a decision about who to trust when it comes to your insurance needs, can be very tricky indeed, as there are a number of options available and many factors to consider. One could go to a telephone/internet-based company, or perhaps a better option would be to use an experienced broker, like Knight Insurance Brokers, who offer a more friendly, personal and face-to-face service. After all, Knights, a family-run firm, has been established since 1966 and are the leading expatriate insurance brokers in Spain with over 60,000 clients, so you're not dealing with some "fly by night" company who won't be around next year.

NO CALL CENTRE

Nowadays it can be a frustrating experience dealing with companies who operate solely over the phone. After all, how many times have you called, listened to a recorded message, pressed numerous buttons, remained on hold until finally speaking to someone in a call centre (possibly in another country) who doesn't know who are you? Well, you won't get this with Knights where you're assured of speaking to a person and in your own language. You won't get passed from pillar to post because our departments are usually (except for the bigger branches) located in one office.

There's continuity of staff so your call can be passed to the right person immediately. You'll be able to phone time and again, confident that the same person or one of their colleagues is there to speak to you.

PERSONAL SERVICE

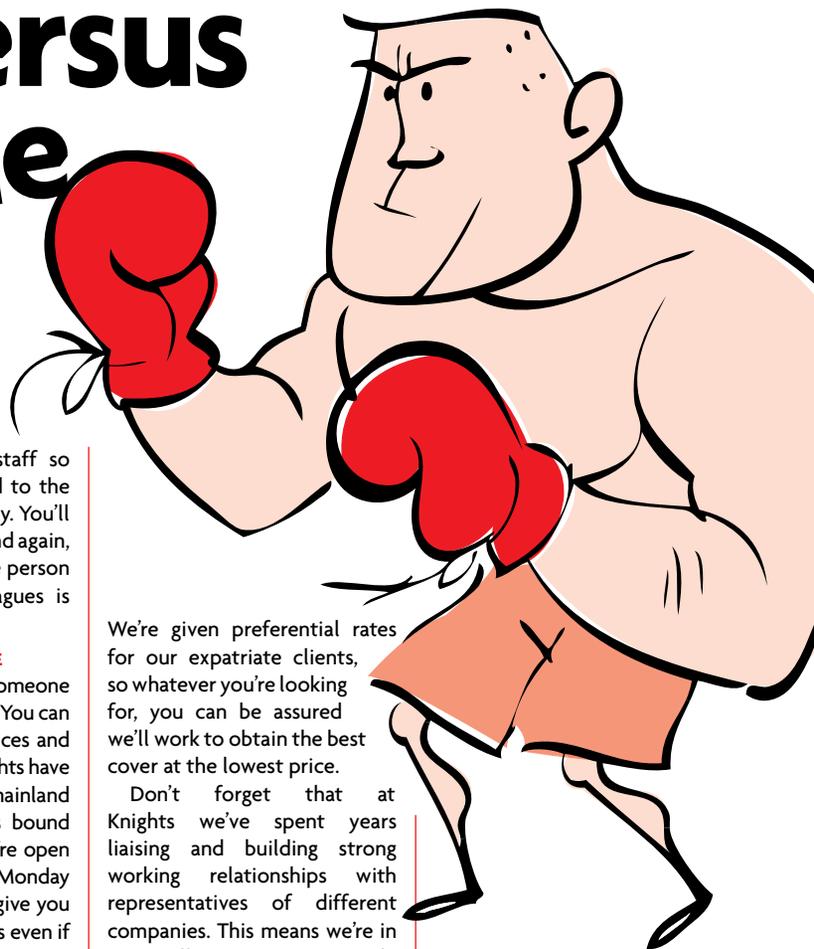
If you prefer to see someone in person, that's fine too. You can come to one of our offices and meet with our staff. Knights have 15 offices along the mainland and Majorca, so there's bound to be one near you. We're open from 9.00am – 5.00pm Monday to Friday, which should give you time to pop in and see us even if you're working.

INDEPENDENCE

In addition to a very personal level of service, we can offer more choice because as brokers we work with many different companies, meaning we're not tied to any one individual company. Given this independence it affords us the opportunity and freedom to explore the best possibilities for you and your specific requirements; because we understand not everyone has the same needs.

BEST COVER AT THE LOWEST PRICE

Should you wish to obtain an alternative quote, all you have to do is phone one number and we can check with several different companies to seek out the best price and cover.



We're given preferential rates for our expatriate clients, so whatever you're looking for, you can be assured we'll work to obtain the best cover at the lowest price.

Don't forget that at Knights we've spent years liaising and building strong working relationships with representatives of different companies. This means we're in an excellent position to apply for requests such as, discounts, duplicates, reductions or inclusions to policies. We can arrange immediate cover by phone (and even offer a range of payment options), since we produce policy documentation ourselves for the majority of companies we work with.

GUIDANCE AND ADVICE

We can offer guidance and advice with policy documents as you may think you have the same guarantees, not necessarily the case if the policy is in Spanish; as well as assisting with other paperwork, such as completing accident forms, dealing with garages, assistance companies, etc. Also, if you spend part of the year in another country, we can send renewal letters abroad and

help with bonus proof for a second car.

Aside from matters relating to insurance, we're a handy source of information often providing answers to general enquiries, such as the timetable of the bank, the whereabouts of the nearest post office, bus station, etc.

KNIGHTS IS THE WINNER

So think again before accepting another quote or changing brokers, ask yourself the question: Do you want to do business with a company that offers the best products and prices together with added benefits and friendly, personal service AND maintains that year in and year out? If the answer is Yes, then Knights Insurance Brokers is the company for you.

Home Insurance in Spain

Are you well covered?

CONTENTS INSURANCE (CONTENIDO)

Home contents insurance policies in Spain are generally on a “new for old” basis. This means that in the event of a claim insurers will settle the claim based on the value of a similar but new item to the one lost or damaged.

UNDERESTIMATING

Many homeowners underestimate the replacement value of their possessions, then pick too low a level of insurance cover, resulting in paying lower insurance premiums. This could lead to the problem of under-insurance, meaning that if you make a claim and the insurer finds that you don't have enough cover then they will scale down any claim in proportion to your cover. For instance, you're insured for 20,000 euros but you actually have 40,000 euros of contents and then 5,000 euros worth is stolen. The insurer could then assess your contents and only pay out in proportion, so you'll only get 2,500 euros back.

How do you avoid this? Start by making an accurate list of your contents. Walk around your home and room-by-room list all your possessions. You may want to include additional information (brand, model, cost, date of purchase, etc.), which may be useful for the insurance company.

HOME OR CONTENTS?

One important factor to emphasize is that unlike the U.K., kitchens (fitted kitchen units/cupboards and white goods) are included under contents insurance, rather than under building insurance. So don't forget to note

these in your inventory list. Remember to also include any other valuable items, such as jewellery or paintings, though you may need to include separate professional valuations with them. Then tot up the list and include a percentage for inflation (check with us if you're unsure). The total figure should be the minimum you should insure your contents for. Aside from under-insurance, beware of over-inflating your contents value, as this will only increase your annual insurance premiums.

BUILDINGS INSURANCE (CONTINENTE)

Many standard policies offer cover in the event of damage caused by fire, water, electrics, theft, vandalism, accidental damage, plus public liability insurance (also known as liability to third parties). Many include legal assistance and other extensions such as “All Risks” outside the home, liability cover for dangerous dogs, and Property Owners Liability (Landlords) for rented accommodation.

COST OF REBUILDING

It is worth emphasizing that the sum insured is not based on the market value of the property, but calculated on the full cost of re-constructing the building(s) including permanent structures such as swimming pools, gates, etc. plus additional costs that may be incurred, like architects fees. Many insurers use standard tables of building costs per square metre to calculate re-build costs, carrying out annual reviews so that inflationary increases are accommodated by index linking.

However, insurers' estimates for re-building costs are normally based on average properties, so if you have expensive fixtures and fittings in your property remember to inform your insurers when you take out your policy. As the homeowner it is your responsibility to ensure that the sum insured is realistic, because if you're under-insured and need to make a claim you're putting yourself at risk and may suffer severe financial consequences.



Sports insurance:

Golf equipment

Research shows that up to 9 out of 10 golfers have unsuitable or inadequate insurance. In some cases your contents insurance policy will only offer restricted equipment cover and will exclude sports injury cover. Therefore you have the option to take out specific sports policies with insurance companies that specialise in sports insurance.

COMPLETE COVER

Some of these policies include 24 hour equipment cover (golf clubs, bags, trolleys, umbrellas, specialist clothing), new for old policy (equipment replaced with brand new items), personal accident (cover in the event that you personally suffer injury whilst using your golf kit), accidental damage to third parties property (such as damage done by a golf ball struck by you whilst playing), public liability cover (also known as 3rd party liability) covers any



legal liability for accidental injury, death, disease or accidental damage to another person or their property caused by your golf kit or the use of your golf equipment.

COVER FOR THE UNEXPECTED

Some policies also include 'hole-in-one cover', which is a great way of saving your wallet from an expensive round of drinks.

Knight Insurance Brokers jointly raise 5,000 euros for the Cudeca Hospice.



Susan Knight, Technical Director of KIBSA, (centre) presenting the cheque for 5,000 euros to Joan Hunt O.B.E., the founder of Cudeca, (right) and Laura Haggis, Press Officer for Cudeca (left).

Kenny Ball and The New Orleans Jump Band were the main attraction at a charity celebrity dinner that was held at the Hotel Tamisa in Mijas Golf. The dinner which was planned as a consequence of a long-standing friendship between John Knight of Knight Insurance Brokers S.A., and Mike Lewin, the renowned Costa del Sol photographer was thoroughly well-organised and enjoyed by all those who attended.

JAZZ CONCERTS

Two lively full house jazz concerts also co-sponsored by KIBSA, were subsequently hosted in the Salon Varietes Theatre and as a result a total of 5,000 euros was successfully raised in support of the Cudeca Hospice.

600,000 EUROS NEEDED

John Knight, Founder and

Chairman of the family firm KIBSA since 1966, feels justifiably proud that he and his company have been able to help raise a substantial donation towards the overall target of 600,000 euros per annum to maintain the hospice.

DONATIONS GRATEFULLY RECEIVED

Its in-patient terminal cancer unit situated in Benalmadena is currently seeking extra voluntary funding, so any donations are gratefully received. The Cudeca Hospice, as some of you may already know, provides a truly dedicated service to patients and their families affected by the consequences of terminal illness.

CONTACT CUDECA

For further information on becoming a benefactor or how to organise an event in aid of Cudeca, contact Laura Haggis on 952 564 910 or email pr@cudeca.org

Your Letters

Win yourself a bottle of cava



Dear Readers

We as a company are always striving to improve the service we offer to our clients.

We pride ourselves on a personal service and will always help wherever possible, including assisting our clients to complete accident forms, asking for duplicate receipts to replace lost ones, liaising with

the insurance companies in the event of a claim, looking for alternative quotes and answering the many queries that crop up in an average day.

We would greatly appreciate letters to the editor with any helpful suggestions or comments you may have, and offer a bottle of cava for each letter published. *The Editor.* (Email address below)

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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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