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Funny Claims

Look out for our new hilarious feature – these are real claims submitted to the insurance industry.



"An invisible car came out of nowhere, struck my car and vanished."

Should you buy insurance offered to you by your bank?

In the professional insurance business (whether we are insurance agents or brokers) we have always complained of the financial blackmail of clients by their banks when they apply for any kind of loan and then get sold all sorts of insurances.

At some point in our lives we have all applied for a mortgage or a bank loan and the bank has usually tried to sell us home, life and even car insurance policies. At Knight Insurance Brokers we always advise our clients to review the insurance policies that banks may have sold them in case they don't offer the right cover or are too expensive. In fact, 95% of our customers who ask us to review some of these (according to the bank) "mandatory" policies obtain better cover from us at a better price.

As it happens, since the end of last year, retail and savings banks have had less opportunities to sell mortgages or provide personal loans, thus they have been left without their favourite weapon for selling 'ad hoc' insurances as a

way of financial extortion.

But as we all know, banks always find ways of utilizing client information and many of these honest and helpful financial institutions are therefore monitoring their customers' current accounts in the hope of detecting any insurance receipt clearance. The next thing they do is to offer their clients an insurance quote, which is generally cheaper. Funnily enough, banks usually do this over the phone as any form of written evidence could prove the unlawful and disloyal use of their client database.

In times of crisis we must all

sharpen our wits to find new business but, for banks, the law of the minimum effort often means using privileged information as their main tool, regardless of their clients' needs or their authorization for such cases.

That's why we encourage all our customers and anyone else with domiciled insurance policies to contact our offices if they receive any of these calls from their bank, and we are sure to offer advice that is much more professional and appropriate in each case.



Keep your business safe and sound

WITH KNIGHT INSURANCE BROKERS

In business or self-employed? If so, Knight Insurance Brokers can help solve all the insurance needs of your business. Whether you're working as an 'autónomo', or have a small, medium or large business, Knight Insurance Brokers can help guide you through the insurance maze. They can offer you simple, impartial advice and assist you by looking at different products, comparing prices and checking out where it may be possible to get the best insurance at the most competitive price.

Aside from the fact that insurance (whether it's business or personal), is an important part of everyday life, it makes good financial sense to check out all areas where any cost



savings could be made. When it comes to your insurance, be it for commercial and company vehicle insurance rates, you're assured that whether you have just one vehicle or a whole fleet of them, you have the option to choose your particular circumstances and at the right price. You may



have other insurance needs, such as cover for your stock, company property or premises, and of course, Knights are at hand to offer the best insurance solutions for these as well.

As the leading, independent expatriate broker in Spain, Knight Insurance Brokers has built up a sound business reputation with a wealth of over 40 years of experience within the insurance sector in Spain. Serving over 60,000 expatriate clients and with 15 offices in Spain and Majorca, the company remains focused on its philosophy and objective of offering its clients the most comprehensive insurance at the best price.

Their multi-lingual team can

spend time with you, either by phone or in person to discuss your business's insurance requirements.



If you want to enjoy the security of dealing with a friendly, family-run company with many years of industry experience, who can offer the best insurance products at affordable prices, then Knight Insurance Brokers is the company for you.

If you want to find out how

much money you can save on your business insurance phone **Knight Insurance Brokers** today on **902 28 28 20**.

A REMINDER:
MOJÁCAR
OFFICE
has moved

Customers of our Mojácar office please take note. Our office has been relocated to:

Centro Comercial Montemar
Local 11, 04638
Mojacar (Almería)

Telephone and fax numbers are unchanged.

Funeral Insurance

Plan ahead now and alleviate the burden for your loved ones

Funerals are an inevitable event and there are two schools of thought, you'll be dead so you don't have to worry about it or you want to make the occasion as easy as possible for your loved ones. There are some people who have a life insurance policy that can be utilised in the event of death, the money from which can be used for funeral expenses.

However, many people choose to contract a separate policy specifically for their funeral. This is funeral insurance, which is becoming an increasingly popular form of cover to take out. It is

seen as a good way of handling the event of bereavement, since death is an emotional experience and the organisation of a funeral can be a strain to all involved.

It is especially useful to make plans now to cover the cost of such events, as funerals have been increasing in cost over the past decade with the average funeral going up by 90% in that time. To avoid this, you can pay a nominal amount every month or one payment per annum, and you have the cost covered (or pre-paid in full at today's prices, no matter how long you live) to ensure your funeral is taken care of. So no

need to worry about having to find a large sum of instant cash, or the concern that your bank account could be frozen, making payment difficult.

There are many companies who offer funeral insurance, providing a combination of benefits and services. These can include mortuary fees, complete funeral or cremation arrangements, church service, coffin, wreaths, costs within Spain or repatriation to another country, medical death certificates, Doctor and Registry office fees and all necessary formalities up to the interment. If death does not occur in hospital, then there may be added stress in handling all the practicalities and legal formalities, which funeral insurance can help to alleviate.

Many policies include immediate and worldwide cover and plan guarantee (no cancellation of the insurance due to age or illness), plus many companies do not require a medical examination prior to contracting a policy. It's worth pointing out that certain circumstances are excluded, such as suicide and deaths caused as a consequence of wars, revolutions, riots, epidemics and those caused by situations declared by the State as catastrophic (hopefully most of these scenarios will not arise).

A funeral policy may also cover other unusual eventualities concerning organs and limbs in Spain, which unlike the UK has different regulations concerning their disposal. After a surgical procedure has taken place in



hospital, you could be liable to pay for the cremation or burial of a limb, such as leg or hand, if you have not signed the appropriate hospital consent form before surgery and you are not covered by any medical or funeral insurance policy that cover these obligations. It makes sense therefore to thoroughly research and seek advice on these details before contracting your insurance policy.

So why not pre-plan now and take out funeral insurance, in order to save you both worry and your estate money, but most importantly lessen the burden and stress for your loved ones. If you need guidance about the best policy or options that funeral insurance can offer, get some friendly, impartial advice from **Knight Insurance Brokers**. Phone today on **902 28 28 20**.



"The accident happened because I had one eye on the lorry in front, one eye on the pedestrian and the other on the car behind."

Knight Insurance Brokers: a legally licenced insurance brokerage

It has been suggested in a publication circulated by a certain group of dissatisfied stock market investors that Knight Insurance Brokers S.A. is trading illegally as an insurance broker because it does not have the necessary license from the C.N.M.V. (which stands for Comision Nacional del Mercado de Valores). This is, of course, incorrect, as in Spain the C.N.M.V. licenses stockbrokers and independent financial advisers for example, but has nothing to do with insurance brokers.

Knight Insurance Brokers SA is a legally licensed insurance brokerage entitled to operate throughout Spain. Licensed by the appropriate Spanish authority, the Direccion General de Seguros, we are legally entitled to sell anything that an insurance company markets to the general public; such as insurance policies, life policies, mortgage protection plans, savings plans, pension plans, etc.

We are not, nor do we pretend to be or attempt to make anyone think that we are, financial

advisers of any kind at all. We are not bankers, we are not brokers for shares, stocks or bonds. We do not in any way handle money or investments for clients, nor do we advise people what to do with their money or investments. I hope this clarifies the position.

Should any clients, or potential customers, be concerned about our bona fides they should consult the website of the Direccion General de Seguros where they will find us listed as an authorised general insurance broking company throughout Spain. The official website is www.dgsfp.meh.es and the initials stand for "Direccion General de Seguros y Fondos de Pensiones" and "Ministerio de Economia y Hacienda". The actual page within the website is www.dgsfp.meh.es/Mediadores/PUICCAA.asp and our brokers code is J1210. Any other similar websites are commercial websites promoting particular companies.

For further information interested parties should consult our own website at www.knight-insurance.com

Translations of the Spanish phrases used above:

Comisión Nacional del Mercado de Valores = National Commission for the Stock Market

Dirección General de Seguros y Fondos de Pensiones = General Directorate for Insurance and Pension Funds

Ministerio de Economía y Hacienda = Ministry of Economy and Finance



"In an attempt to kill a fly, I drove into a telephone pole."

Your Letters



Dear Editor

I feel I must write to tell you of the most professional service I have received from Litti Lundstedt at your Nerja office. My vehicle had been vandalised while I was visiting the UK. There was severe damage to the body, all the carpets were cut out leaving bare metal, control panel taken out, plus other parts removed, in all there was over UKP 2,800 of damage.

Within two days of me faxing the estimate with the Police crime report, Lotti had your Assessor inspecting the car at the garage and negotiating that we would use second hand carpets plus other parts to keep the cost down.

Considering this is a Spanish registered car, and I was in the UK when this happened, it was

a great relief to have this sorted out so quickly. I do find all your staff that I have had to deal with in your Nerja office, first class, especially Lotti and Trini.

Dudley Sizen, Granada

Dear Editor

I would like to express my gratitude to you for the wonderful person you have in your staff, Sarah Needham.

You can imagine how many car insurance people I met during my driving life (8 cars in 5 years in Canada from 1976 until 1981 when I was an assistant representative of USSR in Canada on Fisheries) in Gibraltar and in Spain. She is young but very professional.

Yours truly grateful two-car client, *Valery Kletnoy*



Reader Mrs Butterworth (left) receiving her free bottle of Cava, from María José of our Quesada office, after her letter was published in Knight Times.

Please send us your comments or suggestions.
A bottle of Cava will be awarded for each letter published.

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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