



# JLT Specialty Ltd - Leisure Practice

JLT Specialty Limited (JLT) is one of the leading insurance and risk management advisors to the leisure industry, with over 25 years experience in handling the specific requirements of clients operating a wide range of leisure activities.

Leisure operators face many specific challenges in the delivery of entertainment, thrills and excitement to the public. Leisure operators have an increased exposure to potential liability claims and therefore need to keep abreast of developments in the legal environment and Health & Safety legislation. The threat posed by No Win/No Fee has meant that Leisure operators have had to embrace risk management and protection to ensure that their business can defend themselves.

Our client-focused specialist division is dedicated to providing tailored insurance programmes and risk transfer solutions to comprehensively protect your interests at a competitive cost.

JLT provides professional advice and expertise in insurance broking, disaster recovery along with risk identification and management for leisure companies, including:

- Theme Parks and Visitor Attractions
- Zoos, Aquariums and Wildlife Parks
- Luxury Hotels
- Bars and Nightclubs
- Casinos, Amusement Arcades and Bingo Operators
- Health & Fitness centres
- Media & Entertainment companies.

Through our strategically positioned centre of excellence in London and regionally placed Account Executives, we work with an underwriting community that promptly and competitively underwrites leisure business across the UK.

## Case Study 1

The Client is a well known Theme Park. Insurers were losing confidence due to the high frequency and high value claims and this was leading to unsustainable deductibles.

JLT undertook financial modelling to understand the liability tail. There were gaps established in existing Health and Safety procedures and JLT were involved in the selection and appointment of a Risk Manager. New procedures were developed and implemented such as Business Continuity Protection (BCP).

Insurers began to regain their confidence with frequency and cost of claims falling significantly. JLT placed an improved programme with competitive premiums and limited deductibles.

## Case Study 2

The Client is a well known holiday park.

The existing insurance programme meant that many slip and trip type claims were being reported. JLT arranged a non catastrophe self insurance programme and facilitated an outsourced arrangement for handling claims on the clients behalf.

JLT managed to ensure that a threatened premium increase was avoided and it actually resulted in a significant premium saving. Furthermore, the third party costs are expected to reduce by 50% after JLT undertook a cost benefit analysis.

# What our clients say about us



*We have been most impressed with the breadth and depth of the technical knowledge of the staff at JLT in both insurance and risk management matters, which are inevitably dependent. Furthermore we have enjoyed the benefit of their clear understanding of the extraordinary needs of our dynamic enterprise. We choose our partners carefully, for the long term, and JLT win full marks for their consistent support of our company and our industry*

**David Cam**  
**Blackpool Pleasure Beach**



*We chose JLT because their knowledge and understanding of our industry sets them out from the crowd. They challenge the way that we think about our insurance exposures and consistently deliver on price and service*

**Philip Miller M.B.E**  
**Executive Chairman**  
**Stockvale Group Of Companies**



*Our primary objective is to ensure that we have comprehensive cover for all aspects of our business. JLT provides this with extensive knowledge of the leisure industry and excellent account management. Highly Recommended.*

**Brad Wilkinson**  
**Finance Director**  
**Donnington Valley Group Ltd**



*JLT have always impressed us with their in depth knowledge of, and commitment to our, industry. They have promised and delivered a welcome stability and high level of service which has enabled us to focus on our business rather than worry about insurance issues. We would have no hesitation recommending JLT as the leading insurance broker for the Zoo and attractions industry.*

*If you wish to contact me I would be only to please to talk over their service.*

**Peter Suddock**  
**Chief Executive**  
**Dudley Zoological Gardens**



*As a long standing client of JLT we remain impressed and continue to benefit from the new and innovative insurance solutions they design for our insurance programme.*

**Peter Perrins, Managing Director, Carlton Clubs plc**



*I would have no hesitation in recommending JLT to anyone. Their Knowledge of our industry and the insurance we need is second to none.*

**Jimmy Norman, Billy Manning Ltd**