



JOHN LAMB  
HILL OLDRIDGE

# Renewal and Valuation

**John Lamb Hill Oldridge  
Renewal and Valuation Service**



## Issues facing advisers and trustees of life insurance policies

Insurers are rarely kept up to date with the current position of trusts and trustees on the policies they have issued. Since they are only permitted to discuss the policy with the policyholders they have noted on their records, out of date trustee details cause policy information to get stuck and claims to remain unpaid for longer. Furthermore, since many insurers have sold their insurance books to consolidators, e.g. Phoenix Life and ReAssure, their records of historic trust arrangements and even policy terms and conditions have become weak.

Additionally, insurers are no longer required to issue annual renewal notices to advisers. This means that the only annual reminder of the existence of cover will be directed solely to the policyholder(s). It will therefore be necessary for trustees and their advisers to remain cognisant of any changes to the policy, or policy options available.

## Examples of issues advisers and trustees may face in the current market

- Annual schedules of cover not produced
- Regular reviews not carried out
- Changes in client circumstances not taken into account
- Changes in trusts/trustees not reflected in insurer records
- Renewal and conversion options are misunderstood or missed and not costed against current market rates
- Indexation options are misunderstood
- Sufficiency of cover not regularly reviewed against liabilities
- Appropriateness of cover in the light of current market alternatives not researched
- Termination dates of cover not considered
- Data required for 10 yearly periodic charge in relevant property trusts not readily available
- Death claims not effectively handled

## How can The John Lamb Hill Oldridge Renewal and Valuation Service help?

The John Lamb Hill Oldridge Renewal and Valuation Service provides a solution to all these issues and the work is covered within the standard renewal commission terms offered by insurers, meaning that there are no ongoing charges to the clients or trustees.

We have an established and experienced service which has been in place for all of our existing clients for over 30 years providing them with:

- Annual reminders for each individual policy, sent a month in advance of the premium collection date
- Annual reminders about policy options including indexation
- An accurate valuation of all policies in their protection portfolio which highlights all relevant policy data as well as indicating the current and historic trustee position
- An opportunity to review and discuss their protection arrangements with their trustees/ advisers and John Lamb Hill Oldridge if required

## Why us?

Founded in 1959, we are considered to be the UK's leading protection broker for high profile and high net worth individuals. Our adviser team has over 100 years of combined experience which means that we are trusted by other professionals to help them navigate the most complex planning scenarios.

We have a deep understanding of the insurance market and how insurer and reinsurance treaties are structured. This knowledge has allowed us to place some of the biggest protection policies in the UK and abroad, always guaranteeing the best terms for clients.



# JOHN LAMB HILL OLDRIDGE

[www.jlho.co.uk](http://www.jlho.co.uk)

020 7633 2222

John Lamb Hill Oldridge, Ormond House,  
26-27 Boswell Street, London, WC1N 3JZ.

---

**ALEX GIBSON-WATT**

MANAGING DIRECTOR

[alex.gibsonwatt@jlho.co.uk](mailto:alex.gibsonwatt@jlho.co.uk)

**PAULA STEELE**

DIRECTOR

[paula.steele@jlho.co.uk](mailto:paula.steele@jlho.co.uk)

**KEN MAXWELL**

DIRECTOR

[ken.maxwell@jlho.co.uk](mailto:ken.maxwell@jlho.co.uk)

**HOLLY HILL**

SENIOR ASSOCIATE

[holly.hill@jlho.co.uk](mailto:holly.hill@jlho.co.uk)

**JONATHAN MORRIS**

SENIOR ASSOCIATE

[jonathan.morris@jlho.co.uk](mailto:jonathan.morris@jlho.co.uk)

