



Inspiring business

IoD Preferred Programme Spring /Summer 2019

Carefully chosen, specially negotiated

A range of essential products and
services handpicked for you

- Directors Liability Insurance
- Business Insurance
- Home & Contents Insurance
- International Payments
- Business Sales, Acquisitions
& Strategy
- Health & Wellbeing
- Car & Van Hire

iod.com/preferred



“At the IoD we’re here to support you in every way we can. The many important benefits of IoD membership include an essential range of products and services that have been carefully chosen to bring the best value to your business and your life. We’re proud to present to you the current range of handpicked offers.”

Charlotte Valeur
Chair, Institute of Directors

We’re always looking for ways to enable our insight and experience to help you. Our handpicked offers bring together the products and services that we know will benefit you – and they’ve all been specially negotiated to bring you great value.

So if you’re looking to invest in essential business products, from business and personal insurances to buying and selling businesses, look at what the IoD has to offer. Our Preferred Programme helps us keep membership fees as low as possible, and develop new benefits and services for our members.

Contents

- 4 Directors liability insurances**
Quantum
Save up to 35% on leading liability insurances, providing protection and peace of mind for directors.
- 5 Business insurance**
Hiscox
Save 5% on business insurances including professional indemnity, office and cyber & data risks.
- 6 Home and contents insurance**
Hiscox
Save 12.5% on insurance for your main and second home, as well as cover for home renovation and extension projects.
- 8 International payments**
WorldFirst
Best exchange rate guarantee and no fees for business or personal money transfers.
- 9 Business sales, acquisitions and strategy services**
Avondale
Receive 10% discount on all fees and increase value on exit and return on investment when acquiring.
- 10 Health and Wellbeing Services**
Westfield Health
Exclusive health cash plans and a 5% saving on health and wellbeing services.
- 11 Car and van hire**
Hertz
Save 10% on worldwide vehicle rentals and receive free membership of Hertz Gold Plus Rewards Five Star – a VIP service, providing access to special privileges.

Directors liability insurance



Specialist insurance for you and your personal assets

Directors of all types of organisations can be personally liable for the decisions they make and actions they take whilst executing their roles. Even decisions made with the best of intentions can be scrutinised. Legal actions and investigations that allege director misconduct cannot be ignored and proving your innocence can be stressful, extremely time-consuming and costly.

Quantum Underwriting Solutions provides IoD members with advice and market-leading policies from Chubb Insurance, one of the most respected financial lines insurers in the world. Over 96% of policyholders would recommend Quantum and policies are also available for non-members (premiums differ).

Corporate Directors Liability Insurance

- 5% discount
- Suitable for purchase by a company to protect all directors, and certain qualifying senior employees of the business
- Can also cover subsidiary companies and their directors
- Policies cost as little as £530 a year
- Cover can also be provided for Employment Practices, Litigation, Initial Public Offerings, Employee Crime and Kidnap & Extortion

Individual Directors Liability Insurance

- Up to 35% discount
- Suitable for purchase by individuals, providing a final layer of protection and necessary if your company is unable to fund a defence, or if the action is brought by the employer itself
- Premiums start from just £32.23 per month
- Instant online quote and cover available

Acceptance is subject to satisfactory underwriting criteria. Policies are subject terms and conditions. Quantum Underwriting Solutions Ltd has been appointed by the Institute of Directors to deliver market leading Director's Liability insurance products, underwritten by Chubb Insurance, for Institute of Directors members. The Institute of Directors is an Introducer Appointed representative of Stackhouse Poland Limited, which is registered and authorised by the Financial Conduct Authority. Full details are available at www.fca.org.uk

Find out more

Quantum
0800 015 1533
iod@quantumplc.com
iod.com/dli

Our
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CHUBB

Specialist business insurance

Hiscox provides specialist business insurance to more than 300,000 businesses in the UK and offers flexible cover that you can tailor to suit your needs. A range of Hiscox Business Insurance products are available to IoD members with a 5% discount.

Cyber and Data Risks Insurance

CyberClear, has been rated as the most comprehensive cyber cover in the UK.* If the worst should happen, your business will be fully protected from the financial and reputational costs of a cyber incident.

Professional Indemnity Insurance

Protects you against claims made by your clients if you make a mistake in your work.

Also available through Hiscox

Public Liability Insurance

Employers' Liability Insurance

Personal Accident Insurance

Office Insurance

*Source: Insurance Times Cyber Product Report 2018
Terms and conditions apply, for full terms and conditions visit hiscox.co.uk/iod. The Institute of Directors is an Introducer Appointed Representative of Hiscox Underwriting Limited which is authorised and regulated by the Financial Conduct Authority. For UK businesses only. The 5% discount is subject to underwriting criteria and is only available via the specific phone number and website provided.

Benefit from:

- 5% discount for the life of your policy
- Every business is unique - your insurance should be too. We'll build you a bespoke policy for the risks your business faces
- Update your policy at anytime, with no administration fees
- Professional cover from the winners of 'Best Small Business Insurer' for 8 years running



Find out more

Hiscox

0800 280 0354

iod.com/hiscox-business

Our
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HISCOX
EVER ONWARDS



Expert home insurance

Hiscox provide specialist insurance for special homes, where peace of mind is priceless. Delivering a market leading claims service, comprehensive product and proposition particularly suitable for those with higher market value properties and possessions.

Hiscox insurance includes:

- 12.5% discount on Hiscox's standard rates for IoD members
- Individual items or sets up to £15,000 are covered as standard – you don't need to list them or buy separate cover
- Tailored high-value jewellery and watch cover
- Dedicated claims handler
- Accidental damage and loss for your building and contents included as standard.
- Valuables taken away from the home are covered for up to 60 days at a time.

Renovation and extension insurance

If you plan to carry out building works on your home, Hiscox Home Insurance includes cover for renovation and extension projects up to £75,000 as standard. Hiscox provides market leading protection and complete confidence that your building, contents and materials are covered if anything goes wrong.

Second home insurance

Hiscox can provide insurance for your second home if your main home is already insured with them, giving you just one document to file and one premium to pay.

Terms and conditions apply, for full terms and conditions visit hiscox.co.uk/iod. The Institute of Directors is an Introducer Appointed Representative of Hiscox Underwriting Limited which is authorised and regulated by the Financial Conduct Authority. For UK residents only. If your insurance needs are more complex, you may be referred to the Hiscox Private Client team who will review your requirements and tailor a bespoke insurance policy for you (typically for those with higher value homes, multiple properties, classic cars, art and collections). Due to the personalised nature of this service, you'll receive a 5% IoD member discount on policies arranged by the Hiscox Private Client team. All discounts are subject to underwriting criteria and are only available via the specific telephone number and website provided.

Find out more

Hiscox

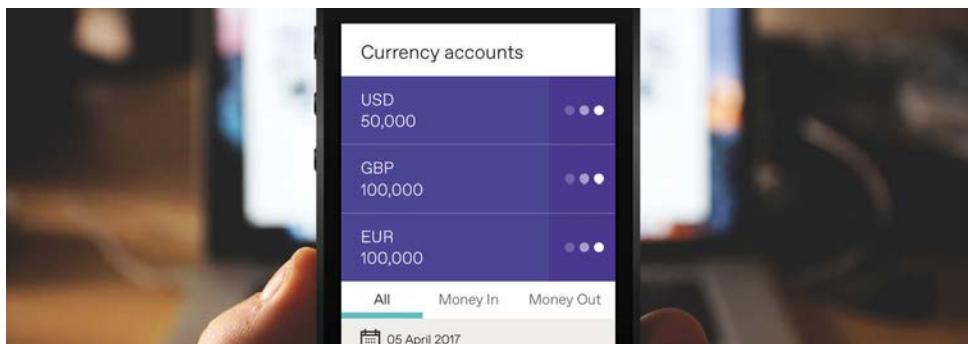
0800 840 2331

iod.com/homeinsurance

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HISCOX
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Fast and secure international payments for the globally ambitious

Whether sending money to family or needing the tools to manage currency risk for businesses, WorldFirst offers IoD members award-winning services to find the right solution for you and your business.

For your business

- Enjoy **fee-free** transfers and no account opening charges or monthly fees¹
- Best exchange rate guarantee²
- **Free foreign exchange** assessments for your business
- **Manage currency risk** with a range of FX solutions from the experts, and book multiple payments at one time
- **Compete** like a local with **World Account**, accessing EUR, GBP, CAD, JPY, AUD, NZD and USD local accounts on a single, simple-to-use platform

For you

- Enjoy **fee-free** transfers¹
- Best exchange rate guarantee²
- Enjoy **award-winning service** on email, web and on the phone, night and day
- **£30 voucher** to use towards one transfer **every month**³
- Rely on a **secure service**

¹ Minimum transfer amount of £1,000

² You must send the competitor quote in writing/email to WorldFirst within 3 hours of receiving it and they will better it.

³ Book your transfer online or over the phone and quote promotion code 'IOD-MONTH-2019' - replacing 'MONTH' with the current month in which you are booking your transfer. Each month's voucher code is valid until 23:59 on the last day of each calendar month.

Find out more

WorldFirst

020 7129 8291

iod@worldfirst.com

iod.com/internationalpayments

Our
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partner

WORLDFIRST

Intelligent strategic business sales and acquisitions

Avondale Corporate has provided unrivalled business sale, acquisition and corporate strategy expertise to leading businesses for over 26 years. For ambitious business leaders and entrepreneurs in the UK and internationally.

Avondale will help to identify and recommend the optimal strategic solution for you. Applying a skilled, bespoke and highly experienced approach.

Business Sales

Support and guidance to prepare your business for sale, locate and qualify buyers, manage negotiations and completion of the sale.

Strategy

Strategic support and advice to create competitive advantage through transformational, bespoke business plans.

Business Acquisitions

Identification and management of acquisition targets to create synergies and economies of scale to drive shareholder and business value.

“I highly commend Avondale for their excellent work and would have no hesitation in recommending them to any owners looking to an exit strategy to maximise their shareholder value.”

Eric Keane – Previous Owner, IntraLAN

Benefit from:

- 10% discount on all fees*
- Free monthly advice consultation at 116 Pall Mall or via telephone¹
- Free initial strategy meeting
- Free initial business valuation (for business sales only)
- Confidential advice line
- Award-winning services



*The 10% discount cannot be used in conjunction with any other Avondale offer

¹Booking necessary, please see iod.com/buyandsell for further information including dates and how to book.

Find out more

Avondale

01737 234892

iod@avondale.co.uk

iod.com/buyandsell

**Our
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partner**



AVONDALE
STRATEGIC M&A

A proactive and preventative approach to health and wellbeing

Award-winning Westfield Health, provides members with access to corporate and personal health and wellbeing solutions.

Westfield Health's bespoke health and wellbeing programmes help empower your people to be at their most productive and healthy best.

IoD Corporate Health Plan

- From just £6.16 per employee, per month
- 100% cash back on everyday healthcare such as optical and dental
- MRI, CT and PET scanning services
- 24/7 telephone access to a prescribing UK-based GP, from anywhere in the world
- 24/7 advice and information line

Hospital Treatment Insurance

From just £5.83 per employee, per month, employees benefit from fast and affordable access to private surgery – getting employees back to health and work quickly.

IoD Personal Health Plan

Available from just £11.81 per month, provides access to similar benefits as the IoD Corporate Health Plan, paid for by the individual.



Health and Wellbeing Services

5% discount on health and wellbeing services, including Wellbeing Workshops, Health Calendar, Health and Lifestyle Screening, Mental Health First Aid, Executive Coaching and Leadership Development Programmes.

Key benefits:

- Improve employee engagement and productivity
- Reduce number of days and money lost due to absence
- Create a positive working environment where employees can thrive

Find out more
Westfield Health
0114 250 2385
iod.com/wellbeing

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 **Westfield
Health**



Worldwide vehicle hire with VIP treatment

Save up to 10% on cars and vans with Hertz as well as free membership of Hertz Gold Plus Rewards Five Star – a valued VIP service providing a speedier rental process, free upgrades and free additional driver cover.

10% global discount

Whether for leisure or business, receive a 10% discount on vehicles of all sizes, across the globe.

Call 0843 309 3101* quoting CDP “507352”

Low rates and flexibility with the Hertz Business First Account

Ideal for staying within pre-set yearly budgets, this service lets you rent from as little as £18 a day over a 12-month period. You also get the benefits of leasing:

- Choice of car
- Regular maintenance
- No upfront fees or early termination charges

Call 0843 309 3103* quoting CDP “656050”

Save up to 20% with the Hertz 28 Days+ Plan

Pay a single monthly fee and receive all the benefits of leasing without the long-term commitment:

- Full breakdown and maintenance coverage
- Insurance
- Up to 2,000 miles monthly allowance
- Complete flexibility – no upfront fees or early termination charges

Call 0843 309 3103* quoting CDP “672120”

*Calls to 0843 numbers cost 7p per minute plus your phone company's access charge.

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We all use a range of essential products and services to help us in business and in life. Our handpicked offers do all the hard work of finding the best value deals, and bringing them all together in one place for you.

iod.com/preferred

The Institute of Directors

We are the UK's leading business network. We help businesses of all sizes to access the essential skills, powerful insight and crucial networking opportunities they need to succeed.

iod.com



Training
Events
Networks
Mentoring
Research
Influencing

