

> Tell-a-friend

YOUR RECOMMENDATION
WILL BE REWARDED



For sure the question of the best possible insurance is asked mostly by friends and family – in the yacht clubs, on board, on the jetty, in the living room. „With whom are you insured, and is it a good choice?“ – the experience of friends is an important reason in choosing an insurance. Talking to owners we often hear that contact to us is taken up because of a recommendation of a friend or a club member. We also often hear that our clients are satisfied with the way we handle things. We appreciate this feedback very much, and we would like to reward recommendations from now on. And we will also reward you if you sell your boat, and the purchaser takes over your insurance contracts. // Volker Reichelt

> Car insurance

CHANGE AT THE
END OF THE YEAR

„Oh, they do other insurances?“ Questions like this we often hear from clients when they get to know that we do not only sell yacht insurances. We are well known as one of the renowned insurances brokers for yacht insurance, but we also offer any other kind of insurance.

For the German market,
the due date for changing
your car insurance is
November 30.

> Insight into our office

ALEXANDER
HAASSE

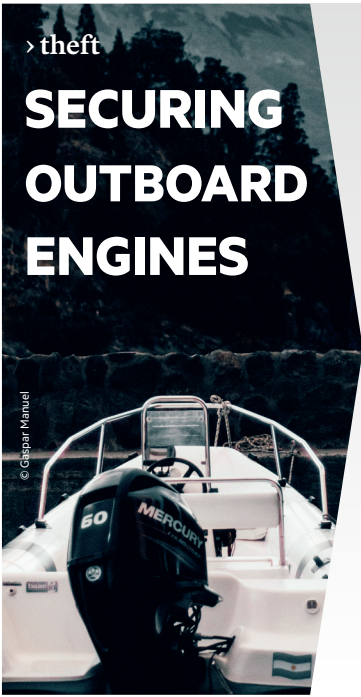
If you enquiry a yacht insurance, most of the time Alexander Haafze is the per-



son on the phone. Alexander answers all your questions concerning your insurances, takes the enquiry, and makes sure you'll receive your offer right away. He learned his business thouroughly as an apprentice in our company, did a short sidekick in another branch, and then returned to us. What he likes most: „The direct contact to my clients, to the yacht owners. I especially like talking about details of yacht insurances, on the telephone as well as at the boat shows. Often people are telling me that consulting me helped them in their decision, and they insure their yacht with us. That is what I love on this job.“ // Elke Spinneker

> theft

SECURING
OUTBOARD
ENGINES



Outboard engines are a favorite object of some thieves. Therefore, outboard motors have to be securely bolted to the vessel by an anti-theft device. Make sure to choose a lock in proportion to the value of the engine. According to our experience, cheap and simple locks do not keep thieves away from your belongings. An anti-theft device in a very low price range is for sure not the right choice to secure a high-range outboard engine. And the insurer will not accept such devices in case of a claim. There are special locks by named manufacturers which are available in several categories, so your engine is as safe as possible if choosing the right device. The more expensive and valuable the engine the more you should invest in your theft device.

Not sure you chose the right theft-device? Give us a call, we're happy to give you advice. // Thalke Rothe

> Covid-19

CHARTER MARKET TURNED UPSIDE DOWN

2020 has been a rough season. There is uncertainty among the crews on their booked destinations, and also trips are still being canceled due to current travel warnings. Many clients ask for the insolvency insurance cover, which can be signed in combination with our travel cancellation insurance. Please note that these insurances have to be arranged with the booking, at the latest within 14 days. If your trip is rebooked due to COVID-19, your travel cancellation insurance and your insolvency insurance are also rebooked free of charge if the charter trip takes place until Dezember 31, 2020. Travel cancellation and insolvency insurances to a travel contract which is rebooked to a period in 2021 will be charged with an extra premium of 50% to the original premium because of the longer period of insurance cover. Charter Deposit Insurances keep their booked cover if the trip takes place until the end of 2021. Your skipper third party liability insurance might be rescheduled up to 12 months, your booked skipper's passenger insurance cover might be rescheduled up to 36 months.

With every rebooked trip please inform us before your original charter trip would have started, and also let us know the new dates of your rebooked trip. For any questions please contact our charterteam at +49 40 36 98 49 49. // Katja Pilski