# **ADVICE**

News and Information about insurance from Gill and Co Ltd Issue 2 November 2015

## **INSURING YOUR BUSINESS**

#### **Start-up Income Protection**

Starting a new business is challenging enough without having to worry about how you will cope if you are unable to work due to sickness or injury. Running your own business may provide greater freedom and independence but you also have more responsibilities than you would have as an employee.



Are you prepared for all eventualities? Could you afford to be ill for several months or suffer an injury that puts you out of action and requiring expensive hospital treatment? Would you have sufficient income to pay your way and create continuity for your business?

Start-up Income Protection Insurance provides income protection for newly self-employed by providing the benefit of monthly payments made if you are unable to work due to sickness or injury.

#### **Business Continuity Insurance**

Business continuity provides a monthly payment to keep your business running should you, as the owner of it, become disabled as the result of an accident or ill-health and be unable to work for more than 10 hours per week.





#### **Key person Insurance**

Key person provides a lump sum to headhunt a replacement, train and induct that replacement, pay a competitive salary and maintain business continuity for the maintenance of client relationships, creditors and business profitability.

#### Locum cover

This covers the reasonable costs of recruiting a locum to step into your shoes and carry on the business while you are totally disabled.

#### **Business Expenses Protection**

Business Expenses Protection is designed to protect your business, not just your income. On its own, or when combined with Income Protection, Business Expenses Protection gives you up to 100% cover for your eligible business expenses, or the costs incurred in engaging a Locum to replace you in the business while you are totally disabled.

Tony and Jo Gill can help you understand the options you have.

### **INTERESTING!**

American Airlines decided to omit one olive from each salad course in the first class. As a result, they made a savings of \$40,000.

More than 90% of cab drivers in New York are immigrants from other countries.

Philip Morris, the first owner of the Marlboro brand, died of lung cancer.

Kids in North America spend an average of about half a billion dollar annually on chewing gums.

A Tupperware party starts somewhere in the world every 23 seconds.

### LIFE HISTORY

The first company to offer life insurance was the Amicable Society for a Perpetual Assurance Office, founded in London in 1706 by William Talbot and Sir Thomas Allen.

The first plan of life insurance was that each member paid a fixed annual payment. At the end of the year a portion of the "amicable contribution" was divided among the wives and children of deceased members in proportion to the amount of shares the heirs owned.

The first life table was written by Edmund Halley in 1693, but it was only in the 1750s that the necessary mathematical and statistical tools were in place for the development of modern life insurance. James Dodson, a mathematician and actuary, tried to establish a new company that issued premiums aimed at correctly offsetting the risks of long term life assurance policies, after being refused admission to the Amicable Life Assurance Society because of his advanced age.

His disciple, Edward Rowe Mores was finally able to establish the Society for Equitable Assurances on Lives and Survivorship in 1762. It was the world's first mutual insurer and it pioneered age based premiums based on mortality rate laying the framework for scientific insurance practice and development and the basis of modern life assurance upon which all life assurance schemes were subsequently based.



Edmund Halley

Gill and Co Ltd Insurance Advisers

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