

O'CONNORS: BUSINESS LAWYERS & ADVISERS

SPECIALIST SUPPORT FOR INSURANCE BUSINESSES



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# WHO WE ARE

O'Connors is a firm of business lawyers and advisers with a national reputation for advising insurance businesses including insurance brokers, managing general agents (MGAs), insurers, financial advisers and captive managers.

We help our clients accomplish extraordinary and lasting results with our unique blend of corporate, commercial, insurance and regulatory advice. Our ability to provide clear thinking and ground-breaking solutions enables clients to manage risks in crucial projects and transactions, wherever in the world they are doing business.



# SERVICES & SECTORS

Whatever your interest in the insurance sector may be, our unmatched experience of advising insurance businesses means you can rely upon our unique blend of corporate, commercial, insurance and regulatory advice to help you minimise risk and maximise opportunities in your projects and transactions - wherever in the world you are doing business.

## LEGAL SERVICES



### CORPORATE ADVICE

From start-ups to floats.



### COMMERCIAL ADVICE

From trading terms and conditions to international joint ventures.



### INSURANCE ADVICE

From insurance policy wording to offshore insurance captives.



### REGULATORY ADVICE

From interpreting rules to securing authorisations.

## SECTOR SPECIALISMS



### LEGAL BUSINESSES

From law firms and barristers' chambers & entities to claims management companies.



### INSURANCE BUSINESSES

From insurance brokers and managing general agents to insurers, financial advisers and captive managers.



### INVESTMENT FUNDS

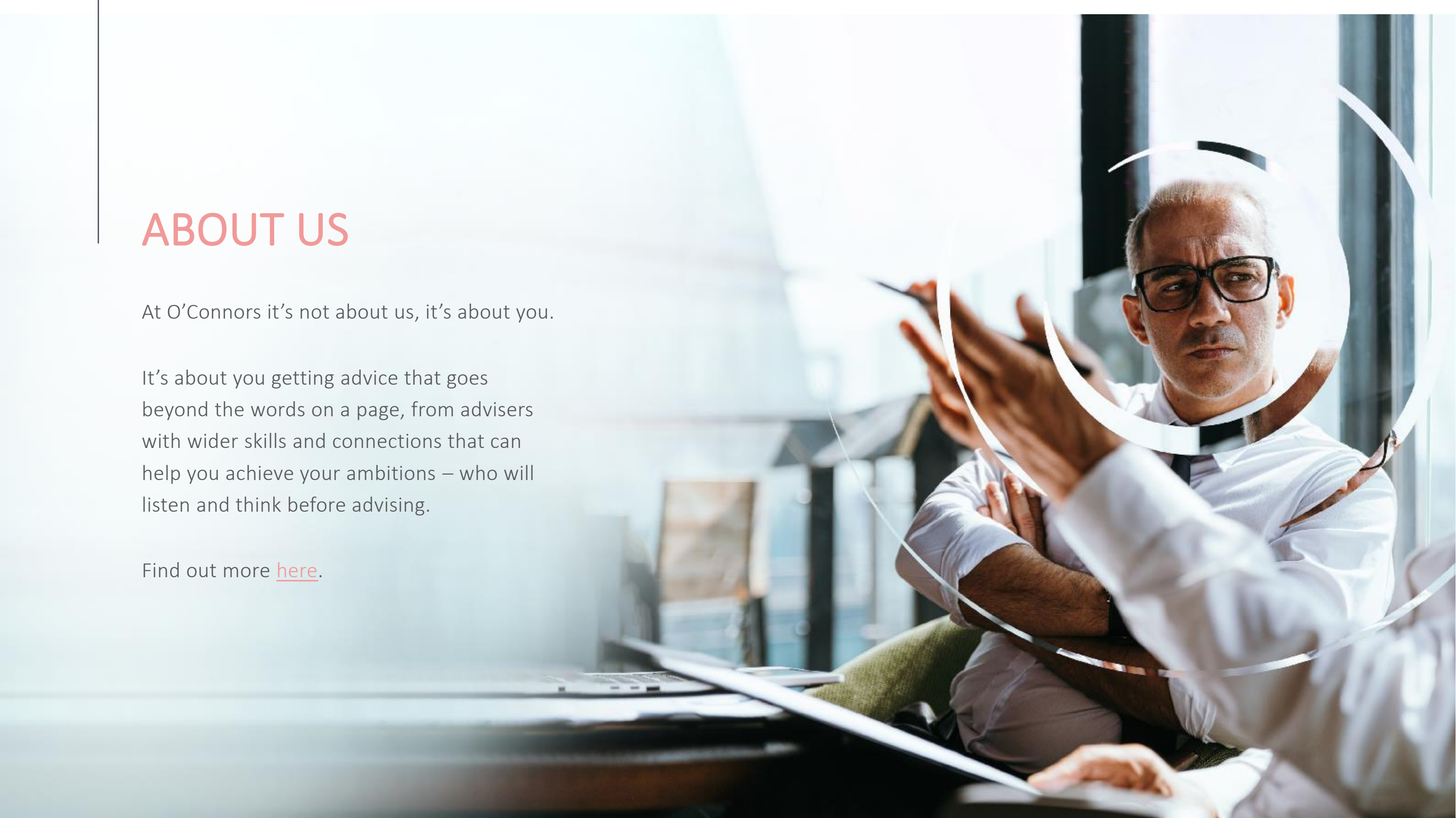
From private equity and regional investment funds to third party litigation funds.

# ABOUT US

At O'Connors it's not about us, it's about you.

It's about you getting advice that goes beyond the words on a page, from advisers with wider skills and connections that can help you achieve your ambitions – who will listen and think before advising.

Find out more [here](#).



A low-angle, upward-looking photograph of several tall buildings in a city. The buildings have various architectural styles, including classical stone facades and modern glass exteriors. The sky is blue with scattered white clouds. The perspective creates a sense of height and urban density.

# WHO WE HELP



Insurance brokers



Managing general agents (MGAs)



Insurers



Financial advisers

## AND PROVIDING INSIGHTS FOR



Funders & investors in the insurance sector



Those contracting with the insurance sector who need to understand how it operates

# HELP FOR INSURANCE BROKERS

Our work includes advice on matters such as:

1. Drafting and reviewing insurance-related contracts including introducer agreements, appointed representative agreements, delegated authority agreements, TOBAs and service agreements.
2. Financial services regulatory advice.
3. Business structuring, mergers, acquisitions, disposals, and joint ventures.
4. Advice for insurance brokers' customers on insurance and liability provisions in commercial contracts they enter into which they are entering.
5. Assisting insurance brokers and their customers in positioning disputed insurance claims.
6. Assisting insurance brokers in relation to legal questions raised by their customers.
7. New product development and distribution.
8. Captives and other alternative risk transfer (ART) vehicles.
9. Responses to the Financial Ombudsman Service (FOS).

# HELP FOR MANAGING GENERAL AGENTS (MGAs)

Our work includes advice on matters such as:

1. New product development and distribution.
2. Policy wordings and point of sale documentation for existing and new products.
3. Terms of business agreements.
4. Appointed representative agreements.
5. Introducer agreements.
6. Delegated authority agreements.
7. Sub-agency agreements.
8. Back office arrangements (including technology solutions).
9. Outsourcing contracts.
10. Business structuring, mergers, acquisitions, disposals, and joint ventures.

# HELP FOR INSURERS

Our work includes advice on matters such as:

1. New product development and distribution.
2. Policy wordings and point of sale documentation for existing and new products.
3. Arrangements with captives and other alternative risk transfer (ART) vehicles.
4. Coverage issues & policy interpretation.
5. Contracts with insurance brokers, introducers, distributors, and joint venture partners.
6. Business structuring, mergers, acquisitions, disposals, and joint ventures.

# HELP FOR FINANCIAL ADVISERS

Our work includes advice on matters such as:

1. Financial services regulation (with the benefit of legal privilege).
2. Commercial agreements including client service agreements, introducer and appointed representative agreements.
3. Financial promotions, including offshore product promotions in the UK.
4. Shareholder agreements, business re-structures and share options.
5. Structuring and establishing investment funds.
6. Responses to the Financial Ombudsman Service (FOS).
7. Captives.
8. Business structuring, mergers, acquisitions, disposals, and joint ventures.

# HELP FOR CAPTIVE MANAGERS

Our work includes advice on matters such as:

1. Legal and regulatory input for captive feasibility studies, including corporate structure, corporate governance, domicile selection and commercial framework.
2. Regulatory advice on insurance distribution from offshore domiciles.
3. Drafting and negotiating insurance and reinsurance policy wordings and agreements.
4. Support in new business tenders and captive performance.
5. Advice on establishing, acquiring, restructuring and disposing of captive management and related businesses.
6. Cyber risk management.
7. Data protection.

## OUR SERVICE PROMISE



Your advisory team will have a lead advisor on every project or transaction who will know everything that is going on.



Your advisory team will be tailored to your specific needs, including input from trusted external professionals, approved by you, where appropriate to deliver the best outcome for you.



Your advisory team will harness collective expertise and experience across the whole firm and will peer review key elements of our advice to you.



You will have complete transparency on how we charge, the status of work in progress and invoicing.



Your advisory team will be relentlessly focused on delivering your project or transaction on time, on budget and with the best possible outcome for achieving your objectives.



Your advisory team will respect that the project or transaction is yours not theirs and will equip you to make informed choices and judgment calls.

## WHAT THIS MEANS FOR YOU



You will never have to work out which member of the team to contact.



You are guaranteed the best expertise by your side.



You will gain benefit from the firm's significant combined knowledge, experience and clear thinking.



You will be able to accurately account and forecast –  
No unexpected invoices.



You will be free to focus all your energy on your own priorities.



You will always be free to walk away from a deal that doesn't feel right for you.

# OUR PRICE PROMISE



We will charge for work based on an open discussion about scope, complexity, urgency of the project or transaction and the value we believe we can deliver for you.



If we agree a pay-as-you-go charging structure there will be complete transparency over individual rates, with open book work in progress data provided every month or when required.



You will never receive an invoice you were not expecting and, other than in exceptional circumstances.



We are open to discussing alternative charging options with you based on an allocation of risk between us. We can outline different options with you to achieve a happy landing.



For early stage businesses or those facing financial challenges we will be open to discussing different ways of structuring and paying our charges.



We will use our legal project management expertise to eliminate, as far as practicable, duplication of work, by us or those engaged by us.

# WHAT THIS MEANS FOR YOU



You will always know what you are committing to.



You will be kept informed of charges.



You will never receive an invoice you weren't expecting.



You will always be able to account and forecast accurately.



You will never be without the support you need, when you need it.



You will never pay us more than once for the advice you need.

## A CLIENT'S VIEW

“The guidance and support we received from the O’Connors team was fantastic. Their sector experience shone through as they quickly grasped the real issues without bombarding us unnecessarily. They were always available and the clarity of advice and attention to detail was at the highest level.”

Managing Director of a regional insurance broker on its sale to a global broking house



# CONTACT DETAILS



PAUL O'CONNOR

Director

M: 07771 891773

E: pauloconnor@oconnors.law



MICHAEL AINSWORTH

Director

M: 07469 082878

E: michaelainsworth@oconnors.law



KATHRYN HOWARD

Solicitor

M: 07918 989395

E: kathrynhoward@oconnors.law



JOSH BATES

Associate

M: 07384 831882

E: joshuabates@oconnors.law



ALISON CHU

Solicitor

07467 715232

alisonchu@oconnors.law

# GET IN TOUCH

We are here to help you navigate the challenges and opportunities that come with running an insurance business so please get in touch for an exploratory chat or to ask our advice on a specific issue.



## LIVERPOOL

The Plaza, 100 Old Hall St, Liverpool L3 9QJ

## LONDON

New London House, 6 London Street, London EC3R 7LP



## CONTACT

[www.oconnors.law](http://www.oconnors.law)

[enquiries@oconnors.law](mailto:enquiries@oconnors.law)



## TELEPHONE

0151 906 1000



O'Connors is a trading name of O'Connors Legal Services Limited Company No. 11158860 SRA ID No. 647864 VAT No. 292977933