



La Playa
Insurance with Intelligence®

La Playa **Private Client** **Marine**

Wholesale Marine Insurance Partnership

Yachts | Motorboats | Superyachts

**Does your HNW service complete
the circle with Marine Insurance?**

Or will your clients have to
turn to a competitor...?

Grow your business and **enhance your
client relationships** – with a trusted Marine
Insurance Partnership:

- **Boutique-style insurance** for busy individuals and families
- **Tailor-made marine coverage** that performs superbly when tested
- **Independent, expert advice** on risk management, security, repair and suppliers
- **Five-star service:** right beside you when your client makes a claim
- **Intelligent approach** for optimum pricing

Your client's boat may be their largest purchase besides their home. So why not bring it into the portfolio of cover you provide? If you don't have in-house marine insurance expertise, our Private Client Marine experts can place your clients' yacht, motoryacht and superyacht insurance so that they stay close and loyal to you.

Importantly, our partnership with you will be strictly limited to your clients' marine needs. This is formally enshrined within our agreement.



La Playa Private Client Marine

Wholesale Marine Insurance Partnership

*“Of all the things
that man has made,
none is so full of
interest and charm,
none possesses so
distinct a life and
character of its own,
as a ship.”*

Henry Van Dyke

Why choose La Playa for your clients?

With La Playa’s seasoned Private Client Marine specialists, you’ll know your clients are in good hands: we understand the need for care and attention – taking the hassle out of insurance so clients can enjoy their time afloat with minimal fuss and maximum peace of mind. We provide a human face to make sense of your marine insurance placement requirements – providing as much (or as little) detail as you wish.

With a discrete partnership, we’ll guide you through the fact gathering process, provide clear risk advice, and prevent complex claims from impacting your client’s precious downtime.

Cover includes:

- **Property:** hull, machinery, war risks, tenders, personal effects and agreed value settlement
- **People:** insured and guest personal accident cover, crew medical and accident needs, legal expenses
- **Liabilities:** third party, general or UK flagged crew liability, water-skiing and water toys
- **Activities:** planning passages out of cruising area, chartering

Based in London and New York, we protect the marine assets of discerning individuals and families around the world. Partnering with underwriters that demonstrate consistent financial strength, we deliver global capability with boutique-style service:

- ✓ **Relationship-based service:** a dedicated point of contact from choosing the policy to claims
- ✓ **Hassle-free claims:** fast and fair settlements
- ✓ **Value for money:** promises fulfilled painlessly in your client’s time of need
- ✓ **“Agreed Value”** means claims are settled without unforeseen deductions

We think you’ll appreciate the difference in our approach to your clients’ marine insurance; with more than 20 years’ experience and a near-perfect client retention rate, we can help you build your business through a trusted marine partnership. From owner operated craft, to skipper chartered or crewed, we’d be delighted to talk to you.

La Playa Private Client Marine Insurance with Intelligence®

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