



## NEWS RELEASE

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### **BARBON SET TO BOLSTER ACQUISITION PIPELINE WITH NEW EMPLOYEE INCENTIVE**

#### **Leading European property insurance broker's acquisition task force promises staff maximum of £25,000 for any lead that becomes next Group purchase**

Barbon Insurance Group Limited (tel: 01420 488288 or visit [www.barbon.com](http://www.barbon.com)) – one of Europe's fastest growing property insurance brokers – has launched a new employee incentive aimed at further bolstering its pipeline of acquisition opportunities for 2011 and beyond.

Barbon is promising 0.5% of the sale price up to a maximum pay out of £25,000 to any member of staff that puts the acquisition task force in touch with a business that subsequently becomes part of the Group. Payment will be made upon completion of the deal. In addition, £1000 will be paid where a referral leads to a first meeting.

This latest initiative follows the successful acquisition last November of Teignmouth-based Rentshield, a specialist in residential lettings, with a strong customer base across the South West of England.

Head of Acquisitions and Group Managing Director Nick Sharp explains: "The acquisition team is in discussions with several potential purchases, but it is essential that we keep building our pipeline to maintain momentum going forward."

"This initiative will also help engage employees and encourage a wider understanding of our growth strategy. We are asking them to consider friends, relatives or other contacts that either own or work for a company that fits into our target criteria of being property specialists with at least 50% of their business in key areas."

"We do not expect all of them to come to fruition, but it will help strengthen our network of contacts and stimulate further growth in the longer term."

*Cont.../2*

Barbon's market leading brands are Keelan Westall, Cadogan Keelan Westall, Deacon, Cadogan Hanover Park (SaifInsure, TruckInsure, Plastech, Performance Media and CareAssured), HomeLet, Rentshield, Letsure, Zennor, BIBALet and Farr.

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**About Barbon Insurance Group:**

Barbon Insurance Group Limited is authorised and regulated by the Financial Services Authority. It has a gross written premium of more than £150 million and is committed to delivering innovative insurance solutions, as well as risk management and consultancy services. It has built an impressive reputation through knowledge, experience and a commitment to understanding its customers' businesses.

Barbon Insurance Group Limited is wholly owned, through Caley Limited, by leading banks HSBC and Lloyds Banking Group.

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