



NEWS RELEASE

6 April 2011

BARBON CONTINUES DEVOLUTION STRATEGY WITH NEW TRAINING PROGRAMME FOR HEADS OF BUSINESS

Latest investment gears leading UK property insurance specialist for further ambitious growth

In line with its ongoing devolution strategy to enable each of its eight divisions to run independently, rapidly expanding property insurance specialist Barbon Insurance Group Limited (tel: 01420 488288 or visit www.barbon.com) has invested in a Business Leadership training programme for its Heads of Business.

Nick Sharp, Group Managing Director at Barbon, explains: "We are working towards each Head of Business taking complete ownership of their individual divisions and the business leadership training programme is already proving beneficial in that respect.

He continues: "In a relatively short period of time, it has highlighted areas that need further strengthening, including the fact that our Heads of Business are still too hands-on - perhaps due to a skills gap across middle management in some divisions.

"We are now able to address that issue, to provide additional training for these managers as well as the appropriate support needed by our Heads of Business, in order to continue growing the organisation and ensure successful long-term devolution."

The course is being run by business advisors PKF (www.pkf.co.uk) and is based around a simple, but unique Head, Heart and Hand (H3) approach to Leadership and Management. Each of the three two-day modules focuses on the relevant 'H' and comprises a broad range of subjects including looking at how each business will grow, preparing the business to thrive, impact of leadership, making it happen and pulling it all together.

Brett Sainty, recently-appointed Head of Business at commercial property specialist Cadogan Keelan Westall, comments about the training course so far: "The course has been both informative and relevant and encouraged creative thinking more than any other programme I have experienced.

He concludes: "I am sure that this thought provocation will assist us in developing both our business and specific new products."

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Wayne Tonge, Head of Business at wholesale broker Keelan Westall says: “The training has come at the right time for me and will certainly benefit our strategy over the next couple of years. It is also good to have all the business heads in the same room sharing best practice. Some of the ideas have been quite powerful.”

As well as Keelan Westall and Cadogan Keelan Westall, Barbon’s market leading brands are 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.

For press information or images please contact: Emma Hulse, ELH Communications, Red Cottage, Dorney Wood Road, Burnham, Berks SL1 8PT tel: 01628 665593 mob: 07801 869938 email: emmahulse@copperstream.co.uk