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دبي للتأمين
DUBAI INSURANCE

PRESS RELEASE

December 2011

Colin Ward returns to Dubai Insurance Company to lead the Global Plans Sales Team and moves into a new territory...

William Russell, leading providers in international insurance are pleased to announce that Colin Ward will be returning to the UAE in January to manage the William Russell Global Plans team at Dubai Insurance Company.

Colin has many years experience in the Dubai market and has a successful track record of business development in the region.

Ward says "DIC has a strong and respected reputation in Dubai, and through this partnership with William Russell, we offer an attractive package of international health, life and income protection plans to clients in Dubai. DIC has also licensed the Global Plans for sale in Abu Dhabi, so this is another area where we will be actively marketing our plans.

We are specifically targeting professional individuals and their families, small businesses with international employees, and large corporations who need to provide competitive benefits for their senior executives.

The Global Plans are for discerning clients who demand quality, both in terms of product and service, with minimal restrictions, and world-wide cover.

The UAE is has a strong broker presence and we are looking to align ourselves with certain key brokers who will share our values of providing clients with the right products, based on a full assessment of their needs, and who demand the highest levels of customer service.

I have a strong Sales team here in Dubai. Leigh Dauncy has ten years experience as a broker in the UK Employee benefits sector. He understands the challenges brokers face, and what makes a good insurer/broker relationship work. Leigh's experience will enable us to work closely with our key brokers to help them deliver a professional and value added service to their clients."

Abdellatif Abuqurah, the Chief Executive Officer of Dubai Insurance Company says "We are very pleased to have Colin back with us at DIC to head up the Global Plans sales team. The team are expert in providing employee benefit solutions for the smaller employer and can offer a very wide range of benefits such as health, travel, and personal accident insurance, as well as group life and long term disability insurance cover - benefits that have traditionally been difficult to secure from the one insurer. Our employee benefit products will also appeal to the larger corporate client who want to provide their Senior Executives with high-value, international protection. Colin and his team will also be looking to the Abu Dhabi market, and our office in Abu Dhabi enables us to service and support brokers and clients locally."



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The Global Plans are high-value, international health, life, accident and income protection plans for individual expatriates and their families, and small companies with expatriate staff. The plans will also appeal to large corporations who need to provide competitive, high-value international benefits for senior management.

- Ends -

Notes to editors:

William Russell, award-winning provider of international health, life and income protection insurance, is a world leader in the expatriate insurance business; providing cover to both individual expatriates and to employers who want to provide employee benefits to their expatriate work force.

With over twenty years experience in the market, William Russell Limited has the expertise and knowledge that only twenty years experience can bring. Based in the U.K, William Russell Limited has offices in Asia and the Middle East and is perfectly situated to provide international life insurance as well as health and income protection insurance in over 190 countries.

In 2009, we received “Best International Private Health Group” at the 10th International Fund and Product Awards presented by International Investment. In the same year we also received “Best International Insurance Provider” at the Finance Award presented by Investment International.

In addition to a customer service level that goes above and beyond the standards of most other providers, all William Russell insurance is underwritten by Allianz, one of the leading providers of insurance in Europe with a Standard and Poor’s rating AA and by Dubai Insurance Company in the UAE. William Russell covers thousands of people worldwide, is large enough to give you peace of mind and as a niche provider, are small enough to care. Our personal service is proven in a recent customer survey which showed that 100% of customers were satisfied with both the speed of the initial response concerning a claim and totally satisfied with the levels of service they received.

Please visit our blog for interesting and relevant information that expats across the world benefit from knowing - www.blog.william-russell.com

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