



Mark Hurren

Registered Financial Advisor and Chartered Insurance Broker

NZCFS Level 5 Qualified

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"Helping businesses protect their bottom line."

Passion and drive to find workable solutions to business risk, keeps me inspired and focussed on best outcomes, not just best price. As NZ becomes a more regulated society, we owe it to our clients to keep ahead of industry change and new product offerings to help maintain business continuity. Forethought and a good response plan can also minimise business disruption when aligned with appropriate insurances.

My experience in insurance spans my entire career, acquired over 30 years, it encompasses both insurer and broking backgrounds. I have managed the sales and profitability of a major branch of the largest insurer in NZ and I have an in-depth understanding of insurer requirements and expectations. This insider knowledge of insurer operations is key when it comes to claims time and getting you the best results.

Insurance is one of the most important contracts you will ever arrange, yet it is probably given the least amount of attention. My passion is 'real service', I love helping people identify business risks and find workable solutions. Negotiating competitive terms and presenting a client's insurance needs in the best way is a real strength of mine.

People before paperwork is a motto we follow and this means providing clients with an advice-based service where their needs are the priority. Sound risk management, of which insurance is only part, is one of the cornerstones of a successful business. It is often given less importance than it deserves and treated as just another expense. My role as a Chartered Insurance Broker is to help guide you through the transfer of risk and reduce the stress of arranging appropriate insurance cover.

Claim time is when you see the real value of your insurance programme. Managing the claims process is a fundamental part of my service to you and an area I excel in.

I am able to offer a variety of insurance solutions for your business including Business Continuity Planning, which helps

you design your response to a wide range of risk exposures – not just disaster recovery.

Continual improvement is paramount when you've been in the insurance industry as long as I have. At Meridian General we wholeheartedly believe that we owe it to our clients to keep ahead of industry change and new regulations. A big part of this was voluntarily undertaking the latest insurance training to ensure our professional development *exceeded* the highest level of insurance regulations.

Proudly New Zealand owned and operated, means we are easily able to adapt to our client's immediate needs. Our profits stay in NZ, rather than being passed on to overseas parent companies, and we love that.

Added customer protection is provided by our Insurance Advisernet (IANZ) network.

Specialisations

- Fire & General Insurance Products
- Liability Programmes
- Scheme Management - Groups & Associations
- Claims Management
- Risk Analysis and Solutions
- Business Continuity Planning
- Relationship Management
- Conflict Resolution

Qualifications And Memberships

- Registered Financial Adviser (FSP171864)
- NZQA National Certificate of Financial Services – Financial Advice (NZCFS Level 5)
- National Certificate in Business and Finance
- Chartered Insurance Broker (CIB)
- Insurance Brokers Association of NZ (IBANZ)
- Professional IQ College of NZ
- Insurance Advisernet NZ (IANZ)



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