

light
year docs

We Love Advisory Group

- Insurance Solutions

SAPEPAA

- Phuket Update



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WE ♥ GROUP

WE ♥
ADVISORY GROUP

Today's Webinar

- Partner Solutions – We Love Advisory Group
 - Insurance Solutions
- SAPEPAA
 - Phuket

Michael Jeffriess

Master of reengineering a compliance and tax accounting practise to have more time for strategies, clients and accountants love! Leading strategist in positioning for maximised practise value plus the important “how to” of hybrid strategies.

Snapshot CV

- Career spanning over 25 years in which he has held senior C-Suite executive roles in both ASX Listed, Public and Private Groups.
- Active involvement in front and back door listings on ASX. Raised over \$500m in equity and debt markets.
- CA / GAICD / B.Com Juris (Law) / DipFinPlan / JP(Qual)
- Current director roles:
 - LightYear Group / LightYear Docs / LightYear Training Group
 - Succession, Asset Protection Estate Planning Advisors Association
 - We Love Advisory Group
 - Accountis Group





James Sinclair

Co-founding Finstead Risk Solutions in 2021, James' previous role was CEO of Mega Capital from July 2019. Prior to this, James was a shareholder and member of the leadership group at InterRISK.

He has specialised in professional liability broking since the early 1990s. Commencing his insurance career in the late 1980s as a general insurance broker, James has advised clients and managed teams in Victoria, WA and NSW.

He has a long history in executive management in corporate broking firms, whilst developing programmes and advocating on behalf of clients in key insurance markets, including Australia, the United States and London.

James has considerable experience arranging insurance solutions for ASX100 and other large corporate entities, professional firms, group associations and SME's. His specialisation includes Professional Indemnity, Directors' & Officers' Liability, Initial Public Offerings, Investment Managers, Warranty & Indemnity, Crime, Information Technology, Cyber and Malpractice.

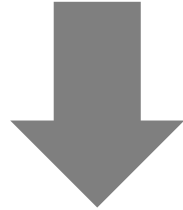


Partner Solutions





Partner Solutions
Providers



WE

WE **ACCOUNTING**

WE **LEGAL**

WE **LOANS**

WE **BOOKKEEPING**

WE **SMSF**



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BOARD CERTIFIED



SAPEPAA
INDUSTRY
ASSOCIATE



WE 

**Providing
Solutions,
Strategies and
Support to be
your **Best****



B2B Partner Solutions to Accountants, Advisors & their Clients

Who

- Our clients are Accounting Firms, Advisory Firms and sometimes directly their clients

What

- We provide wholesale products, services and solutions

Why

- We allow you to concentrate on the value add with your clients
- We enable you to expand your product and service offering to your clients

How

- We interact with you via our Client Portal and our We Love Team. The app has Global Banking Security Protocols to ensure security over data, documents and discussion.



We Love Advisory Group Solutions

We Love Accounting

- Outsourced &/or Offshore Accounting
- Employee Solutions including ESOP's

We Love Bookkeeping

- Outsourced Bookkeeping

We Love SMSF

- Wholesale SMSF Administration & Compliance

We Love Loans

- Lending Solutions

We Love Coaching

- Coaching & Leadership

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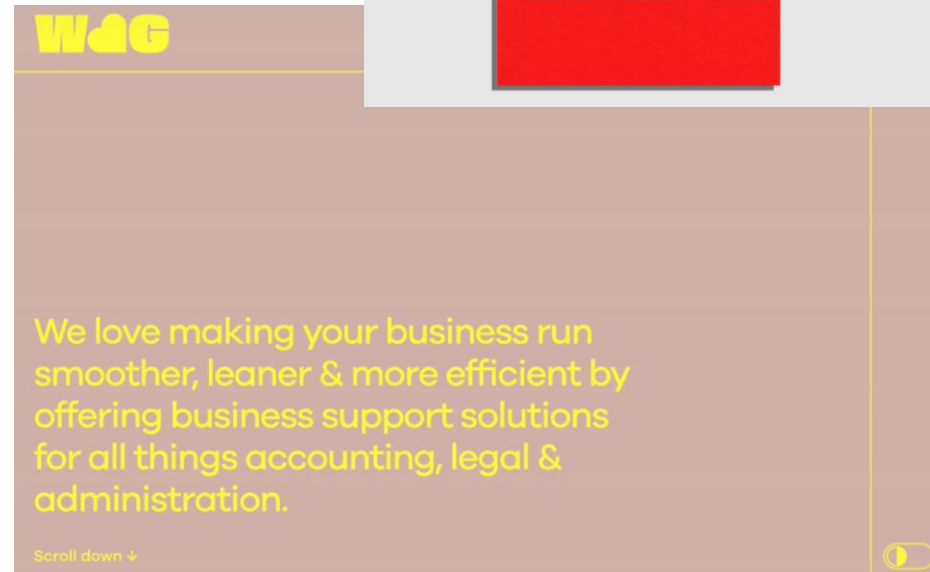
- Business Turnaround & Asset Protection
- Trust Deed Stamping Services
- Conveyancing including Mortgages, PPSR, etc

We Love Succession

- SAPEPAA Services

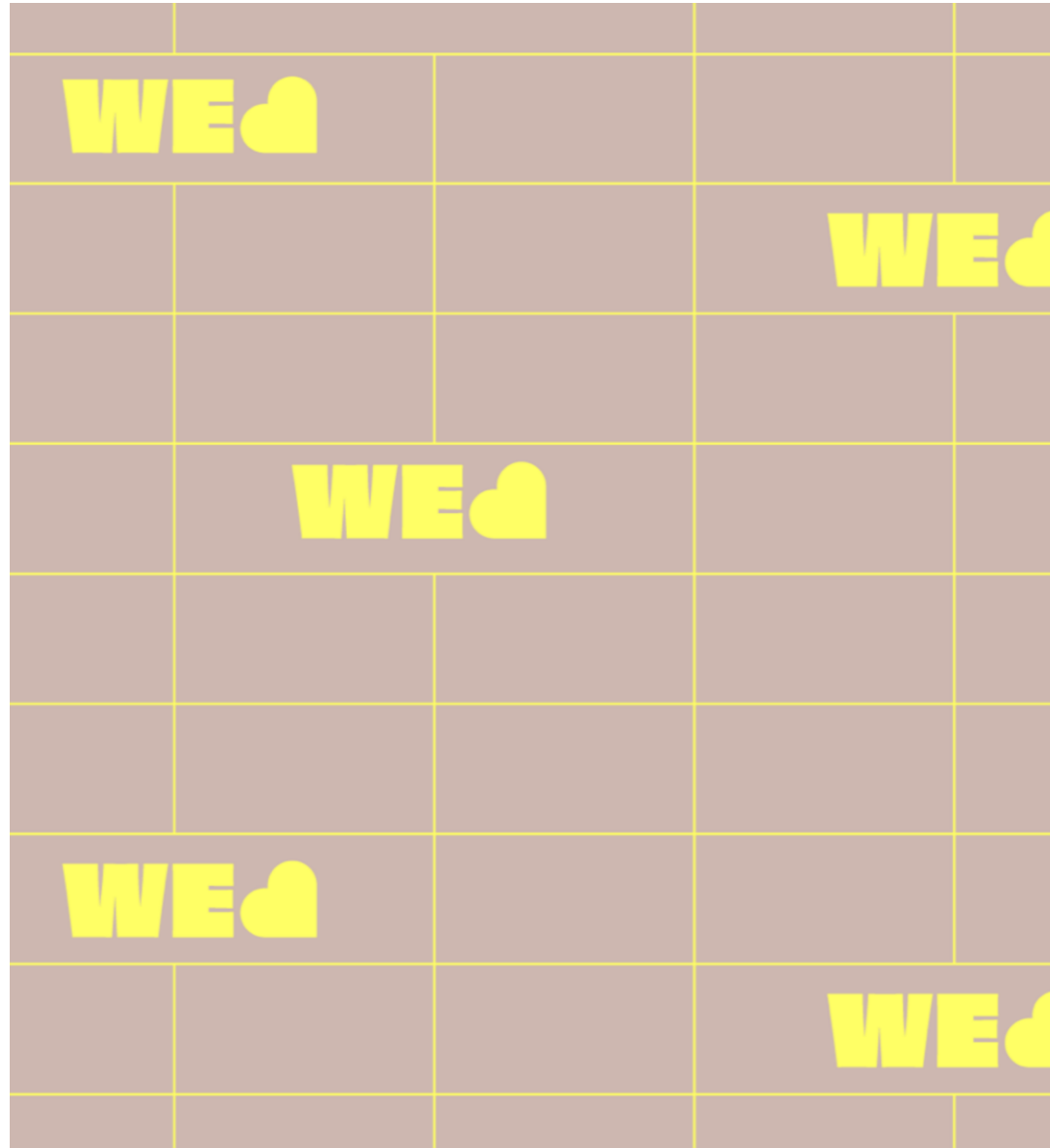


We Love Group





App



Log in to your account

 SHOW Remember me

Forgot Password?



Insurance



Risk Management

1. **Mitigation** most common method that is being used in risk management. It is also the easiest to understand and to implement in the business environment. In this sense, mitigation means prevent, limit or reduce the impact that the risk may cause you and your project by coming up with solutions.
2. **Acceptance** while identifying the risks, you may come across those that you have no other option but to accept that it will happen, and you will have to deal with it when it happens. These tend to be minor risks that have little effects on your project should they happen, and they could be easily dealt with.
3. **Avoidance** means not participating in activities that could harm you. An option for you to make complete adjustments or changes to your project to avoid the risk.
4. **Transference & Sharing** transferring risk to insurance underwriters or sharing the risk with third parties such as outsourcing.
5. **Exploitation** beside the negative risks which can be dealt with by using the above, there are also positive risks, which are those that can potentially bring profit to your business. In this case, your most sensible solution would be to come up with plans of how to exploit the impacts of those risks.

What is Risk?



In insurance terms, risk is the chance something harmful or unexpected could happen. This might involve the loss, theft, or damage of valuable property and belongings, or it may involve someone being injured.

Source: <https://www.jmbfinmgrs.com/blog/what-your-risk-management-plan>

What is Professional Indemnity Insurance?



Professional Indemnity Insurance is a type of liability insurance that provides cover for the financial consequences of neglect, error or omission by the professional or firm taking out the policy.

Stand-alone Insurance Policies?

Unlike many standard insurance policies that include a range of coverages, standalone insurance refers to a policy that covers a specialized risk or cost that may not otherwise be covered by your existing policies. For example, to get coverage for flood damage to your home, you may need to purchase a separate, standalone flood insurance policy in addition to your standard homeowners insurance policy.

What do you see in some PI policies that are not stand-alone?

Cyber? D&O?

Why is this a problem?



Other Insurance Solutions

- Professional Indemnity for accredited SAPEPAA members;
- General Professional Indemnity;
- Management Liability (including D&O, Entity cover, Crime, Statutory Liability, Tax Audit and Employment Practices Liability)
- General Liability (Public and Products Liability)
- Cyber
- And coming soon business pack, motor, income protection, life etc.

SAPEPAA Member Facility

Professional Indemnity

Cyber

Management Liability

Public & Products Liability

About Us

Finstead Risk Solutions is an independent, Australian owned specialist insurance broker and risk advisor, with correspondent brokers in key global insurance markets. Established in 2021, the business is also part of the Finstead Group of companies.

Finstead Risk Solutions combines experience and innovation to find the most effective solution for businesses. Led by professional insurance veterans and with in-house full-stack developer expertise, our experience, knowledge and commercial network is difficult to match. We work closely with our clients, forming partnerships built on trust and proven results.

Cover Basics Professional Indemnity

Civil Liability Insuring Clause

Cover for Accounting activities
including Estate Planning and
SMSF Advice

CA and CPA Compliant

Limits up to \$10 million or higher
on referral

Fidelity of \$250,000 or full Crime
cover under ML

Options - Cyber

First party loss (Business Interruption) and third party liability arising from a cyber incident

Extortion, Ransom and Ransomware costs

Independent of professional indemnity cover

Inclusion of Social Engineering Cover

Statutory Liability

Access to emergency response team:

- “Quarterback”
- Legal
- IT Hack experts
- PR
- Data Breach Investigation

Options - Management Liability

Private Company D&O includes:

- Insured Person Cover
- Company
- Reimbursement
- Entity Liability
- Employment Practices
- Crime (Staff and third party)
- Tax Audit
- Statutory Liability

Options - Public & Products Liability

Liability arising from bodily injury or property damage arising from your activities

Extortion, Ransom and Ransomware costs

Goods in care, custody and control



James Sinclair

James.Sinclair@finsteadrs.com.au

+61 (0)431 703 577

Delivering Success Through
Experience

SAPEPAA International Conference 2023

Phuket Thailand





We are S A P E P A A

Succession, Asset Protection & Estate Planning Advisers Association

Leave a Legacy

SAPEPAA Phuket – 7th to 10th October 2023



Westin Phuket

A scenic view of the Westin Phuket resort at dusk. The resort's traditional-style buildings with thatched roofs are illuminated from within, and their lights are reflected in a large, calm infinity pool in the foreground. The pool extends to the edge of the frame, overlooking the ocean. In the background, more resort buildings are visible on a hillside, and the sea stretches to the horizon under a twilight sky. Two small islands are visible in the distance.

Westin Phuket

2023 Brings Even More

SAPEPAA Phuket – 7th to 10th October 2023

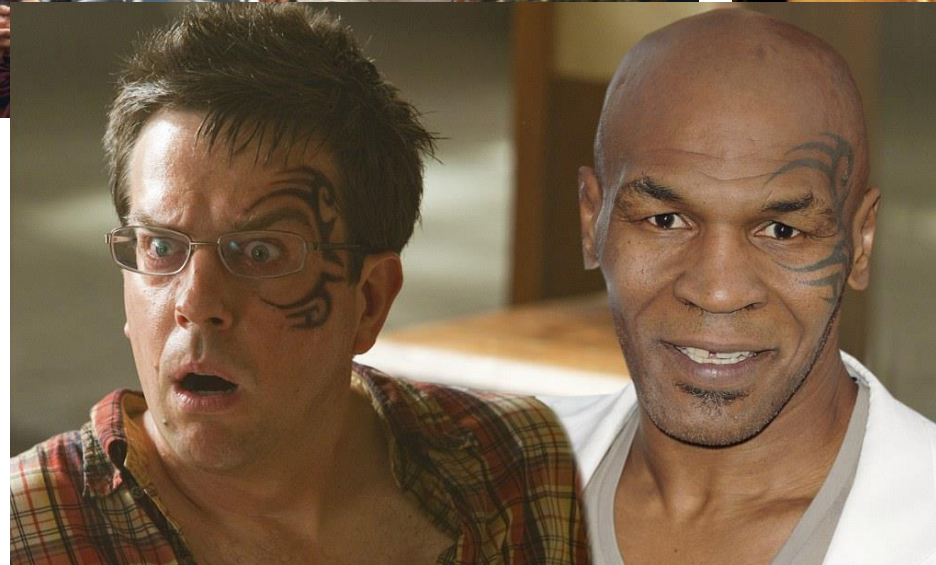
<https://www.sapepaa.org.au/event-details/sapepaa-international-advisers-conference-phuket-2023>



2023 Brings Even More

- A bigger Agenda
- More speakers
- More practical training + workshops including pre-event homework
 - Running a SAPEPA business
 - Advisory – Family Groups
 - Tools to run a SAPEPA business
 - Sales
 - Coaching + Leadership
- CPD
- Tours + Fun
- Annual awards night
- And of course the best MC in Phuket

And you never know what might happen



Contact Details – We Love Group



Email:

connect@welovegroup.com.au



LinkedIn:

[@mjefriess](https://www.linkedin.com/company/welovegroup)



Web:

welovegroup.com.au