



A PUBLICATION OF THE JW SEAGON GROUP

NO.  
**17**



**HOLIDAY SEASON  
EDITION**



**WIN A  
FREE LUXURY  
SAFARI HOLIDAY**

A TYPICAL  
DECEMBER  
IN  
**AFRICA**

THE JWS SAFARI  
RANGE  
**SAFETY IN  
NUMBERS**

**TRAVEL**  
WITH  
**CONFIDENCE**

**Dear All,**

Welcome to another edition of CQ.

With the holiday season fast approaching, we thought it was a good opportunity to bring a feel good factor to this edition of CQ.

This quarter we've been combining business with pleasure whilst promoting our popular Safari Range – three comprehensive products (Health, Motor and General insurance) exclusively for the travel and tourism sector. As you would imagine, our Safari Range clients are based in some of the most desirable places in Africa, so it's not really felt like hard work!

In other news, we're delighted to introduce our new General Manager – Group Operations, Shakeel Hassanali, whom you can read about in more detail and to keep the feel good factor well and truly alive, remember our fantastic 'recommend a friend' competition is still open. You just need to recommend a friend to join AWS before 31st December 2016 and we'll enter your details into a grand prize draw to win a luxury safari holiday. Please see back page for more details.

With kind regards

**David@jwseagon.com**

**Please visit the dedicated CQ page on our website. Here you will be able to download previous editions, provide any feedback or ideas and add any email addresses to our CQ circulation list.**

**[www.jwseagon.com/cq](http://www.jwseagon.com/cq)**



## DECEMBER IN AFRICA

**W**ith JW Seagon's diverse and global client list, we know first-hand that many of you will be experiencing a very different December/Christmas period to one that we have in Africa.

We found this interesting overview from our friends at [www.go2africa.com](http://www.go2africa.com) – it's well worth a read:

As the northern hemisphere sinks into the short, cold, dark days of winter, Africa stretches its arms out wide in a warm welcome. December in Africa is when summer gets going and many places are at their best. There are plentiful sightings of big cats in action and migrant birds arrive to fill the air with colour and song. Beach holidays are excellent too, but whether you're planning a safari or a beach vacation (or combination of both), keep in mind that Africa in December is busy. Game viewing is at its peak, beaches at the sunniest, and the traditional Christmas and New Year summer holiday season is in full swing.

**Thank you to all our customers for your support this year. We wish you a happy holiday season and look forward to serving you in 2017.**



# SAFETY IN NUMBERS

We promised you a feel good factor in this edition of CQ and rather than tell you all about our Safari Range in detail, we thought you'd be more interested in some of the great initiatives we have been doing behind the scenes.

Not only is our Safari Range the original and best product available in the market, it's also backed up by some impressive numbers.

For more information visit

[www.jwseagon.com/safarirange](http://www.jwseagon.com/safarirange)

Supporting:



## EXHIBITION TIME

In order to spread the word about our Safari Range insurance products, we were delighted to book a stand at both the ZATI Tourism Conference (Zanzibar, Tanzania) and the Magical Kenya Travel Expo (Nairobi, Kenya). It was great to see so many familiar and new faces and we hope you enjoyed hearing about our products and meeting the JW Seagon team.



A special thank you goes to Mr Najib Balala (Kenya Tourism Minister) for visiting our stand at Magical Kenya – he is pictured with our MD, David Seagon.



### 3 great products

exclusively for the travel and tourism sector – General Insurance, Motor Insurance and Health Insurance



**\$20k**

donated to charity in the last 12 months – a percentage of all income earned on the JW Safari range goes towards our nominated wildlife and conservation charities



**400+**

clients covered across our 3 Safari products – and this figure is growing by the day



### 120 sites covered

- from award winning camps, lodges and hotels to boutique B&Bs and tour operators, we've got it covered



**\$500k**

paid out in claims in the last 12 months – no quibbles, no fuss.

# A NEW FACE AT JW SEAGON

We are delighted to welcome Shakeel Hassanali to the JW Seagon team. Shakeel has taken up the position of General Manager - Group Operations based out of our Kenya office.

Shakeel brings 10 years' experience in organisational leadership from the FMCG sector having worked with Procter & Gamble and most recently for Philips in the UK. Shakeel recently moved back to Kenya and has also consulted on organisational redesign in the engineering and education sectors locally.

Shakeel will be involved in strategic management at JW Seagon with a clear objective of providing a best in class experience for all our clients.



Shakeel Hassanali

# JWS 360°

## Your first call in a crisis



We're pleased to announce that from 1st January 2017 all customers on the JWS Safari Range will have direct access to JWS 360° - a 24/7 emergency helpline manned by Salama Fikira (Africa's leading security & risk management specialists). During times of crisis and emergency, it is essential that a measured, timely and methodical approach is taken and that's where JWS 360° comes to the fore. Here are just a few benefits:

- 24/7 access to crisis response experts
- Immediate, targeted and pragmatic advice
- Medical emergency
- Natural disaster
- Fire or flooding
- Acts of crime or violence
- Community issues and civil unrest

# TRAVEL WITH CONFIDENCE

With the holiday season theme firmly in mind, you hopefully won't need reminding to arrange your travel cover before leaving home. At JW Seagon, we offer a range of annual and single-trip travel policies, so if you've not got round to sorting your cover or if you want a comparative quote, please call us on **+254 709 455 350** or visit **www.jwseagon.com**

It's also worth noting that if you have an international private medical insurance plan in place, you may be entitled to 'out of area' cover.



# WIN A FREE LUXURY SAFARI HOLIDAY COURTESY OF AWS!

We're delighted to announce the details of a grand prize draw that simply cannot be ignored. The lucky winner and their chosen partner will receive an all-expenses paid trip to the award winning Governors' Camp Collection - one of our valued clients under our exclusive range of tourism related products.

The prize includes two night's luxury accommodation, two return flights and all your food & drink throughout your stay. All you need to do is recommend a friend to AWS and once the person you refer signs up to the plan, your name will be entered into the prize draw.

## A word from Governors' Camp Collection

The Governors' Camp Collection comprises of 7 Award Winning luxury safari camps and lodges. We are in the heart of the best wildlife viewing areas of Kenya and Rwanda, set in some of East Africa's most spectacular scenery. Our clients benefit from the incredible location and style of our properties, our commitment to service excellence, the exceptional training of our guides and the strong bonds we have created with our community neighbours over the 40 years we have been in operation. We also operate two aircraft which we use to fly clients to and between our camps. Relax and enjoy the diversity and beauty of Kenya's Masai Mara, Kenya's Great Rift Valley, Lake Victoria and Rwanda's Parc National des Volcans secure in the knowledge you are looked after by the best in the business.

**For more information, visit**  
**[www.governorscamp.com](http://www.governorscamp.com)**

**EXCLUSIVELY  
FOR EXISTING  
JW SEAGON  
CLIENTS**



Offer only available to existing JW Seagon clients. All referrals must sign up to our AWS plan by the 31st December 2016. Grand prize draw to take place 16th January 2017. Prize is limited to accommodation, flights and food & drink - all other extras are not covered. Prize must be redeemed before 30th June 2017. No cash alternative to the prizes will be offered. The prizes are not transferable. JW Seagon's decision in respect of all matters relating to the competition will be final and no correspondence will be entered into. Governors' Camp Collection will issue their own T&C's directly to the grand prize winner.