



Congress 2017  
Dublin



STAYING AHEAD OF THE GAME *IN LEGAL PROTECTION INSURANCE*  
5 & 6 October / Clontarf Castle Dublin

# Insurers' value proposition to customers – Do legal protection insurer offer what their customers want?

Facilitator: Nicolas Zavalichine



Legal issues remain the same.  
Therefore, we do not need to change  
anything.



Congress 2017  
Dublin



STAYING AHEAD OF THE GAME *IN LEGAL PROTECTION INSURANCE*  
5 & 6 October / Clontarf Castle Dublin

We do not have to change as long  
as customers buy LPI



Congress 2017  
Dublin



STAYING AHEAD OF THE GAME *IN LEGAL PROTECTION INSURANCE*  
5 & 6 October / Clontarf Castle Dublin

We only offer customers what we  
think they want



Congress 2017  
Dublin



STAYING AHEAD OF THE GAME *IN LEGAL PROTECTION INSURANCE*  
5 & 6 October / Clontarf Castle Dublin

We are the best value, new services/  
dispute resolutions do not offer  
anything better



Congress 2017  
Dublin



STAYING AHEAD OF THE GAME *IN LEGAL PROTECTION INSURANCE*  
5 & 6 October / Clontarf Castle Dublin

We would offer more if we were  
not hampered by regulation