

IAM Convention 2010 Reason Global personnel profiles



David Raynor, managing director & John Luker, company secretary

After gaining extensive experience working for Aon Insurance Brokers' Road Haulage Association Insurance Services, David and John used their in depth knowledge of the industry's specialist insurance needs to found a new company, now known as Reason Global, in 1992.

Since then, the company has evolved from a heavy haulage insurance broker to what has fast become the one of the industry's leading insurance specialists for the international removals and self storage sectors.

Under David and John's expert guidance, the company has continued to grow year-on-year, reinforcing its position as market leader and demonstrating its considerable capabilities in the provision of niche insurance.



Mike Reason, partner and schemes manager

With a background that includes broking in the Lloyd's market and more than 40 years' experience running his own removals insurance broking business, Mike has been a shareholder of Reason Global – the company that still bears his name – since 1995.

Mike is responsible for the development of removers' insurance schemes and for broking risks to underwriters. During his career he has built up a large portfolio of beneficial connections across all aspects of removals related insurance.

Mike's two sons have followed in their father's footsteps to work in the Lloyd's marketplace.



Lorraine Dicksee, general manager

Prior to joining Reason Global, Lorraine worked for Willis for 21 years, during which time she specialised in arranging and managing insurance for self storage and removal companies. She has also worked with hauliers, forwarders, warehouse keepers, cold store operators and other similar trades.

Lorraine regularly provides training lectures to the industry in the UK and across Europe. To prepare the industry for the implementation of new Financial Services Authority (FSA) regulations in January 2005, she worked closely with the British Association of Removers (BAR) and the Self Storage Association (SSA) to devise suitable insurance solutions for their members. She was also involved in advising the UK Treasury and a number of major trade associations on the deregulation process for the industry.

The SSA regularly consults Lorraine as first point of contact whenever technical insurance issues arise, and she is often an integral part of their working groups.

Lorraine manages all day to day operational aspects of the business.





Graham Puddephatt, marketing

Having graduated with a BA in business studies, Graham's career started at the UK Department of Trade and Industry, where he was responsible for Business and Grant Maintenance at the Northern Ireland office. He has also worked within business media, editing business pages and producing business interviews for television.

Graham has been with Reason Global for more than 15 years, using his strong business background and extensive knowledge of the removals market to support Reason Global's insurance expertise.

Graham is responsible for co-ordinating the company's marketing programme.



Paul Norris, broking team manager

Highly experienced in the broking of risks and complex claims, Paul joined the company from Willis Transportation Risks after Reason Global acquired the business in 2005.

Paul is a qualified Lloyd's broker with nine years' experience of working with the international and domestic transportation and self storage sector, as well as being responsible for managing the Reason Global broking team and claims handling arrangements.



Nicholas Marshall, executive director

Nicholas has extensive experience of the insurance sector, with roles at General Accident and Bain Clarkson Insurance Brokers before almost 20 years working within the specialist transportation division at Willis. During this period he undertook various roles including broking, client service delivery, claims and management.

An Associate of the Chartered Insurance Institute and ACII-qualified trainer, Nicholas is responsible for delivering insurance training, on behalf of the British Association of Removers (BAR), to members' staff who are seeking to achieve recognised industry qualifications.

Nicholas is responsible for high level service delivery to a significant portfolio of the company's business



Daniel Reynolds, account executive

Daniel has eight years experience specialising in removals and self storage insurances. A qualified Lloyd's broker, he maintains a strong presence in the London marketplace, developing and maintaining productive relationships with specialist removals and self storage insurers.

Since joining Reason Global from Willis in 2005, Daniel has played a strong part in retaining the book of business which was transferred as part of the Willis acquisition. Responsible for managing an extensive portfolio of removals and self storage clients, he works closely with the British Association of Removers (BAR), offering support to members at trade conferences and BAR local area meetings.





Ryan Squirrell, account executive

Drawing from more than 27 years of insurance industry expertise, Ryan has worked for big names such as Legal and General and Commercial Union, as well as gaining experience as a General Insurance Broker. Ryan has been managing insurance programmes for the removals and storage and self storage industry sectors for the past eight years and joined Reason Global in 2008. He is responsible for managing the company's new sales function.

Ryan has been a professionally qualified Associate of the Chartered Insurance Institute since 1992.



Jonathan Davis, account executive

Jon started his insurance career with Norwich Union in 2004 as a claims handler for London & Edinburgh. He moved into commercial insurance in 2006, working for a well known general insurance broker where he gained a wealth of experience in general commercial insurance, from sales to customer care. Jon then joined the NFU Mutual as an Account Executive where he was responsible for dealing with new commercial insurance business.

In 2009 Jon achieved the accreditation of Cert CII from the Chartered Insurance Institute, and he is currently working towards a diploma in insurance.

