



GRiD
Group Risk Development

Advantages of GRiD membership

Let us help your business to grow



We create awareness and understanding of group risk products and their benefits for employers and their workforce.





'Our company is based in Belfast but we have clients throughout the UK. We joined GRiD with a little scepticism but thought it was worth a try, in spite of what we saw as a rather large membership fee relative to our size.

Going to the meetings I immediately realised this was somewhere we needed to be. Pretty much all the movers and shakers in our industry were there. After a few meetings, I decided the best way to get the most out of GRiD was to join one of the Committees. This was one of the better decisions I have made in life! As well as being highly enjoyable and ever so slightly social at times, it is a brilliant discussion, learning and networking platform rather than simply attending the members' meetings. It has certainly helped me feel part of the industry and the technical resources available are priceless.'

*John Kerr, Director,
Kerr Henderson Group*



Access to GRiD's employer research

Membership brings access to GRiD's employer research. Such research can be prohibitively expensive for members to run themselves.

The research is incredibly valuable to GRiD members, who can use the findings in their pitch documents and presentations to clients. It adds credibility to the arguments for group risk protection benefits, shows you've got your finger on the pulse in terms of current market trends, and enables you to share that insight with clients and potential clients.

The latest GRiD employer research covers off employer attitudes and understanding, barriers to buying group risk, absence figures and causes, how employers communicate these benefits, how employers buy their insurance, how much they are prepared to pay for advice, what employers are doing to improve health and wellbeing and much more.

This, and past years' research, is available to members via the member-only content on the GRiD website.

Access to GRiD's press releases as they are issued

GRiD membership gives you immediate access to GRiD's communications to the press. Many members issue these directly to their clients and potential clients. This helps them keep group risk front of mind for their clients, and helps demonstrate they are on top of their game regarding key issues that their clients face.

Access to Swiss Re's annual Group Watch report results

Swiss Re conducts an annual "state of the nation" review of the group risk market. This provides great insight into the current market, including research findings and expert commentary. The results of this are not made generally available, however they are shared with GRiD members at our April/May AGM and via the member-only content on the GRiD website.

Access to GRiD's annual pan-industry claims survey

GRiD has worked with the industry on an agreed framework for reporting claims across the group risk protection market and has voluntarily published collated group risk claims data since 2011. The results of this survey are shared with GRiD members via the member-only content on the GRiD website and at the April/May AGM. This provides a market-wide picture on the number of claims paid and the amounts. Alongside case studies, this can be a great way of demonstrating the value of group risk to employers, HR, line managers and employees.

Access to top specialists within the industry

GRiD's Regulatory Committee responds to Government consultations and keeps GRiD members informed on regulatory and legislative changes. The Committee has strong relationships with leading groups and bodies including HM Treasury, HMRC, DWP, BEIS and the Law Commission for England and Wales, amongst others.

GRiD has a louder voice with its members working together and is often seen as being more impartial than others. As our membership goes right across the group risk arena, we look more broadly at what employers want and how change could make the market work better for all.

There is a huge combined depth of knowledge and specialities across the Regulatory Committee – for example some specialise in Welfare Reform, others in Data Protection or Pensions. This means that GRiD members are fully represented in matters affecting the sector.

There is a regulatory update at each GRiD members' meeting and the presentation slides are then made available via the member-only content on the GRiD website.

Although it's true to say that GRiD's lobbying ultimately benefits the entire industry, regardless of GRiD membership, GRiD members are better informed on developments as they unfold.

Access to GRiD Consultation Responses

GRiD's consultation responses are available for members to view via the member-only content on the GRiD website. Members can use these to stay abreast of the current position, or to formulate their own response to a particular consultation, which saves a lot of time and work.

Access to privileged member content on the GRiD website

There is a wealth of privileged content on the GRiD website for members to support them in their dialogue with clients.

Access to industry leaders and speakers

GRiD members' meetings are held three times a year, in January, April/May and October. Previous external speakers have included Dame Carol Black, Iain Anderson from Cicero, representatives from the Money Advice Service, the Financial Ombudsman Service, Disability Rights UK and many other key influencers.

The meetings also provide a great opportunity to network with both contemporaries and industry leaders, which our members particularly value.



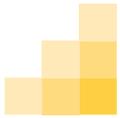
'GRiD membership is about so much more than just attending the meetings for me, it's like having all of the group risk industry experts and thought leaders on your team.'

One thing I love about working in group risk is that even after 38 years in the industry things will come up which test my knowledge and make me think, and GRiD is always on hand to offer advice and, if appropriate, examples of case law to back up their response.'

For me the annual membership fee pales into insignificance when considering the high costs which could be associated with getting it wrong.'

Karen Gittings, Manager of Group Risk Consulting, LEBC





Join today and discover the benefits

If you are active in the group risk market and would be interested in working more closely with your contemporaries in the industry please get in touch.

Find out more:
www.grouprisk.org.uk

Contact us:
info@grouprisk.org.uk

Access to support from the Spokesperson

The GRiD Steering Group supports members with employer-facing events from time to time, so the spokesperson can attend as a speaker, or take part in some other way, for instance as a panel member or a round-table participant. This gives members access to expertise and can help bring the proposition to life.

Access to industry events at a discounted rate

GRiD's association with other organisations brings opportunities for members to attend industry events at either no cost - such as The Protection Review Conference, or at a discounted cost - such as the ABI Annual Conference. GRiD has also worked with The Investment & Life Assurance Group (ILAG) to put on a joint event, which GRiD members were able to attend at no cost.

Access to GRiD Training Academy

GRiD has launched a Training Academy with a basic entry-level workshop run over two mornings. The sessions are aimed at those who are newer to group risk, in an environment where there is limited support for group risk activities or where this is not a core element of their work. This has proved extremely popular, with the first sessions fully booked within 24 hours of launch.

The sessions will be repeated, with priority being given to GRiD members.

A stake in policy and value by association

GRiD is a respected voice in the protection sector: members have the opportunity to influence group risk policymaking and, possibly one of the most important intangible benefits, they gain value by association.

