



## GREENFIELD INSURANCE SERVICES

INDEPENDENT COMMERCIAL & PERSONAL INSURANCE BROKERS

When Andy & Nikki Burdon became mine hosts in July 2006 they didn't even entertain the idea of trawling the Internet to find commercial insurance coverage. Instead, almost as a natural sequence of events, they contacted Greenfield Insurance Services, who already knew them as policy-holders, having provided insurance relating to their cars and household commitments.

James Mant carried out a careful assessment of their insurance needs and recommended a policy that would meet their exact requirements. Andy and Nikki knew that the rest would be taken care of by their insurance broker – giving them more time to concentrate on the business of running the 17th Century village pub and restaurant.

They had been introduced to James Mant, partner, through a financial adviser, some years previously, and now Greenfield arranges policies to cover their personal and business requirements – which recently saw the addition of a second pub, The Hyde Tavern in Winchester. Andy, who has lived in Hampshire for more than 30 years, and previously worked in the telecommunications industry, spoke in appreciative terms of the service Greenfield provides.

*"The service is excellent. Just a telephone call and things get sorted out – it's very efficient," he said. "The main benefit to me is the ease of operations. There's no succession of form-filling and dealing with different departments. With Greenfield someone takes responsibility and gets on with it. It's just how it should be with a broker – that's what they're there for."*

The White Lion is very much a focal point of the village of Soberton. It serves as a meeting-place for the Soberton Investment Club, the Soberton Players and the Southsea Motor Club. It is also active in charity fundraising for its chosen causes – Great Ormonde Street Hospital Children's Charity and Leukaemia Research.

While the bar area is very much village-supported, the restaurant which can seat up to 50 people, attracts customers from miles around for the fare which is all home-made. Head chef Nikki, who has worked in hotels in London, Australia and Bermuda, utilises as much local produce as possible and uses local suppliers for daily deliveries of meat, fish, dairy and fruit and vegetables. She was awarded the accolade of Head Chef for Pub Food of the Year back in 1997, and was keen to return to The White Lion where she had worked as head chef about 15 years ago.

Andy and Nikki, who have two young daughters, are looking forward to expanding their business next spring with the addition of an adjacent deli and wineshop. They are also hoping to develop their catering arm and expand on the number of wedding receptions, family parties and business lunches they provided in 2007.

In their busy working environment it's easy to see why they appreciate Greenfield as a company to facilitate their insurance needs. Said Andy:

*"When it comes to insurance all I want to do is to be able to ask is what do I need, how much is it going to cost and can you sort me out something. I haven't got the time to go online and try to sift through hundreds of premiums. That's why I leave it to Greenfield – it's one less thing for me to have to deal with."*



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