



Andrew Day

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“We’ll always go the extra mile”

We meet CTA Board Member **Andrew Day**, Business Development Manager at Wrightsure Insurance...

IT'S HARD TO believe it's been more than six years since I joined Wrightsure Fareham as Business Development Director, having worked for Towergate Chapman Stevens for nearly 12 years. Over this time I've had the privilege to work with, and meet, many of our beloved industry figureheads, some of whom I'm privileged to be able to call friends.

I have to say I'm immensely proud to be working for Wrightsure – the UK's largest specialist privately owned and independent insurance

broker to the UK coach and group travel industry.

Being part of the Wrightsure 'family' brings with it many benefits, not least the ability to conduct our day-to-day business based on family-orientated ethics and values. We are always willing to go that extra mile to provide our clients with a high level of service.

As I'm often quoted as saying, I'm not embarrassed to say that in some ways we're old-fashioned, as we certainly don't hide behind

ecommerce solutions, such as email and video conferencing. Our preference will always be face-to-face meetings with our clients – except, of course, during Covid times.

NO TWO DAYS ARE EVER THE SAME

What does my typical working week tend to look like? You'll more than likely find me beavering away at my desk on Mondays and Fridays, dealing with general paperwork and preparing for the week ahead. Tuesdays, Wednesdays and Thursdays tend to be set aside for external meetings, renewals, new business and compliance audits, etc. No two days are ever the same, which makes my role all the more enjoyable.

Towards the end of last year my colleague Mandy Lee stepped in to fill the then newly created role of Travel Account Handler. Mandy has been instrumental in helping me secure new contracts and generally build and strengthen our travel division within Wrightsure, for which I have overall responsibility.

CTA: THE BENEFITS

I've been a staunch supporter of the CTA and its objectives for many years. Having had to resign from the Board in 2014 when I moved to Wrightsure, I was keen to 'get back on board' at the earliest possible opportunity, and was delighted to be reappointed last year.

As a supplier member I'm very appreciative of the benefits that membership of the CTA gives to Wrightsure which, without doubt, significantly assists us as a business with regards to our business retention and new business strategy – and I very much look forward continuing to support CTA and its members for many years to come. **CTW**