3TB Insurance Brokers feted for offering

By EVANS ONGWAE >>> eorg

the financial services category during this firms in Kenya. year's celebration of the Top 100 mid-size brokerage firm was declared the winner in TB Insurance Brokers' role in the financial services sector has finally been recognized. The innovative

It received accolades for being the champion in financial services and was ranked at position 15 overall – out of

"It took long to be recognized but we

respect that they deserve. insurance brokers have won the award is a confirmation that The directors believe the

are grateful for the honour," said one of the firm's directors during an interview at their offices in Nairobi.

and deeply honoured but management was "surprised that we had won after waiting for so long." made, best services. He said they believe they have the best solutions in the industry and offer the When they were the honoured" but the announcement

attained so far.

The directors believe the award is a They therefore hope to henceforth exceed the service levels that they have

confirmation that insurance the respect that brokers

more than a decade. There are those who have stuck with BTB for 14 years "They stay because of the excellent or more, testimony that they are being clients have It is not by coincidence that many been with the firm





BTB Insurance Brokers team collecting trophy at Gala Night.

service we offer them," said the director. "We are risk management professionals and through our staff compliment of 50, we attend to clients' insurance needs in Kenya, Uganda and

Tanzania.

Buoyed by this success, the insurance brokerage firm now eyes the Rwanda and Malawi markets where it plans to put up shop soon.

Aox 100 "beca a mor



BTB Team posing in post gala photo shoot.

BTB

quality services to clients

they can share experiences and grow in their financial journeys. BTB is striving



challenging times as in 1999, it nearly

BTB has,

indeed,

coffee, sisal and spares business. Before then, the group was involved in then, the firm has come a long way was started in 1950 in Thika and since

went bankrupt.

ording to the director, the Top award has motivated his staff use it approves of our work. It is ale booster for our staff."

since BTB has now joined the Top 100 Club, government agencies will give them a chance as suppliers. In the past, BTB has not made any breakthrough with its tender application but the management is hopeful that they have found the key to unlock opportunities previously unavailable to them.

government contracts, BTB expects to Other than the possibility of winning

Runners-up, Best

broker

`⊒,

Control,

Award

(group life), Best in credit awards: Sales Achievement (pension), Sales Achievement

and this, the directors say, they are committed to maintaining. This has and advising clients appropriately based on their respective needs. premiums, timely processing of claims been highlighted through timely placement of risks, timely collection of timely

"We are there for our clients and provide them with legal, financial and investment advice and guidance."

Furthermore, the brokerage firm links clients with each other so that

surance feted BTB with several

attract more clients.

Service is BTB's key selling point

Banking Network award.

Regulatory

specific industry matters.
The firm's director professionalism and the expertise of its personnel. That is why some BTB experts are in a technical board that advises the IRA Commissioner on Authority too, recognizes the firm's

years' experience insurance industry. management boast more than years' experience gained in

If In the bisurance business in the group was started in 1950 in Tinka and since then, the firm involved in coffee, sisai and spares business. has come a long way. Before then, the group was

It is 65 years later that the group has been recognized for the quality of its insurance brokerage services. "The award is a great gift to the company." Insurance and Sales Achievement (Best in premium Volume). Also last year, DTB feted it with the Best in Staff and other stakeholders helped to resurrect it from the ashes and lift it to its current position of greatness. This success is reflected in the firm's to be a firm offering more than just insurance products and services. The insurance business in the group with developing financing which General through claims Sh.16 when KENYA UGANDA TWANDA Car Shoo ind CO BS LON JUIA PULP AND PAPER LTD S EDELLY Carton Manufacturers Ltd. Kupa Of Refineries Ltd. 3 P F&S KINDIA DATE: APA Our Associates LECTEX APPLICA PACKAGES TRIDENT HOW THE PROPERTY OF THE DIRECTLINE NUMBER COCT NOMOCHEM の間 STEERS 9 The second secon CAUSAL ALL WELDY PARTY BILL PLAST UD. AIG 0 CONTRACTOR A Dar Marie **Linding** Chean Backer MAYTAIR No. ntex 3

professionally, insurance firms have in the past feted BTB Insurance Brokers

managing

client

trophy-laden cabinet attests to

enables clients to

pay premiums

insurance

factored in.

credited premium

billion when the regional business is

oillion in Kenya and in excess of Sh.2

financial performance last year it collected premiums worth