

Ian Rayland joins Bankbrokers UK and Ireland as an Associate Partner





Ian Rayland

Associate Partner,
Bankbrokers UK & Ireland

Previously a client and a second time as an Associate Partner at Bankbrokers. I look forward to spreading the word regarding improving merchant services costs and debt advisory support.

I have worked in financial services for 36 years, holding FCII and ACCA credentials, and have held Senior Management Functions in the United Kingdom and Gibraltar. I have experienced from the client side the benefits that Bankbrokers services bring, and want to make sure that the message reaches a wider audience. This is particularly true within the insurance industry, where we've had successes, but many are still unaware of the potential savings on offer.

AN EXPERIENCED BUSINESS CONSULTANT WITH A DEPTH OF EXPERTISE THAT CAN MAKE A DIFFERENCE

My mission is to help businesses grow and thrive in the competitive and dynamic insurance industry, with a focus on pet insurance, which I have been specialising in since 2010. I have contributed to the success of various organisations, such as Only Pets Cover Limited, trading as Scratch & Patch, where, as CEO, I was

responsible for all areas of the business. This included distribution, pricing, product and compliance, and Ultimate Insurance Company, where I was responsible for underwriting and pricing. I am an experienced business consultant who uses his expertise and network to build new business relationships, deliver effective external challenges, and support strategic decision-making.



I've had a long-term interest in price comparison and cost saving. I was involved with this before my insurance career at an early utility re-pricing and comparison company. After a six-year gap, I am now back with Bankbrokers and again looking to help insurance businesses and others reduce their merchant services and other banking costs.

A DELIGHTED CLIENT DECIDES TO BECOME AN ASSOCIATE PARTNER

My first experience with Bankbrokers was as a client with Ultimate Insurance, now part of the Markerstudy. I was primarily responsible for the insurance company in Gibraltar but with an interest in the Ultimate Holdings Group. Bankbrokers was in its infancy in the UK but established in its home territory, Norway and Sweden. The proposition was so powerful that I agreed to champion the company. We were delighted we did, as significant savings were realised with minimal effort and disruption to the business.

After leaving Ultimate and before establishing a UK pet insurance specialist MGA, I worked as an Associate Partner for Bankbrokers in the insurance industry. The proposition seemed so good, and having experienced it first-hand as a client, I was keen to make it available to my peers. Again, material savings were found for several clients, including Ageas, First Central and Call Assist. I'm pleased that the Bankbroker's pedigree in this sector has continued to grow.

I launched and established Scratch & Patch as a successful and respected brand in the UK pet insurance market. Also, after 6-years I took a step back to allow new blood to take the business forward and had a sabbatical.



BACK TO THE FUTURE

I thoroughly enjoyed my time away from the pressures of running an organisation. I spent time travelling to France, Slovenia, Italy, Spain, and the UK – even a few nights under canvas in the New Forest.

The house and garden are sorted, and only so much tennis, golf and walking can be done at 57. As a result, I'm now fully refreshed. After reaching out to Neil Fillbrook, the Global Head of Merchant Services and CEO for Bankbrokers UK and Ireland, I was persuaded to return and rejoin the Bankbrokers family.

I was so impressed with how the business has expanded not just in the UK and Ireland but also to the US and Australia – the proposition and organisation is now truly

global, and the concept works in every country. I had to accept Neil's invitation to come back.

The success is evidenced by the number of clients, now over 3,000. Also, the pedigree of the clients, the trust they have shown and the savings that have been realised. In addition, keeping robust, amicable and mutually respectful relationships with the banking and merchant services communities bodes well for the future.

I'm excited to help insurance industry players and other firms realise the savings available only through a Bankbrokers process to help their profitability and strengthen relationships with their banking partners.

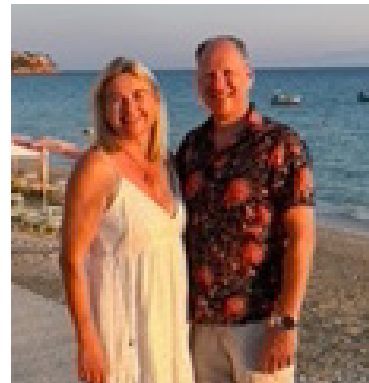


CATS, DOGS AND WEST HAM

Away from work, I have been happily married for over 30 years. Also, I have three independent children: one cat called Domino and a Cockapoo called Lyla.

I am a big sports fan and support West Ham. I have been a supporter for over 50 years and play football every Monday evening and regular tennis and golf.

I love to travel and practice yoga two or three times a week. I believe that this is vital for the body and soul. Great for cross-training, mental health and long life. I recommend this almost as highly as a BB merchant services review.



You can find out more by visiting my LinkedIn profile:
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