

SAFEGUARD THE FUTURE OF YOUR BUSINESS AT THE NAFD ANNUAL CONFERENCE 2019

With the possibility of a full market investigation hanging over the sector and the constantly evolving threat from cybercriminals causing all businesses to review their security protocols, the NAFD has invited speakers to address the Annual Conference on two of the key business risks ahead – and what they can do about them.

How would price regulation affect the funeral sector?

Leading economist to highlight the risks and opportunities of some of the remedies that the Competition & Markets Authority might impose upon NAFD members

As highlighted by NAFD Chief Executive Officer, Jon Levett, in last month's edition of Funeral Director Monthly, price regulation is one of the number of possible steps the Competition & Markets Authority (CMA) has said it will be considering as it prepares to undertake a market investigation into the funerals sector. This is also a remedy that the Government has pushed for in other markets – and so it is important the sector fully understands the implications of price regulation. In the Association's view, it is something that the sector should seek to avoid at all costs as, in most markets where it has been introduced, it has not acted in the interests of either the consumer or the industry sector and has led to prices rising and reduced competition.

The National Association of Funeral Directors has commissioned Europe Economics, a consultancy specialising in economic regulation, competition policy and the application of economics to public and business policy issues, to review what effect price regulation could have on NAFD members, and is delighted that it has agreed to present its findings to the Annual Conference, on Friday 10 May.

Senior Consultant, Deborah Drury, is an experienced economist, with over ten years in the field of economic consulting. She specialises in regulatory economics, covering price-setting, conduct regulation, incentive design and professional regulation. Deborah has worked across a wide range of professions, including opticians, lawyers, dentists and social care workers, as well as regulated sectors such as financial services, water, energy, rail and airports. Deborah has advised clients in the public and private sectors, such as trade associations, public regulators, government departments and the European Commission.

Cybercrime and the real risks to your business

Helping businesses meet the ever-evolving threat from cybercrime will be the subject of an education session hosted by specialist funeral insurance firm, SEIB, on Saturday 11 May.



Deborah Drury ▲

Nic Hartley ▲

Speaker Nicholas Hartley was appointed Head of Business Improvement and Innovation at SEIB's parent company, Ecclesiastical Insurance, in July 2017. Since joining, Nic has focused on building a new innovation framework, managing the Loss Prevention Innovation programme and developing e-trading initiatives.

Prior to joining Ecclesiastical, Nic was Senior Innovation Manager at Covea Insurance, a role he developed after the purchase of Sterling Insurance Group in 2014 where he had previously been Commercial Open Market Underwriting Manager. Nic was the principal architect of Sterling's 'e-trade... your way' initiative that launched in 2015. This not only transformed Sterling's own distribution channels, it also changed the way that the industry met the challenge of service commitment in the e-trade arena.

Sterling's e-trade proposition was shortlisted for Insurer Innovation of the Year in the 2015 Insurance Times Awards and also received Covea's Financial Impact of the Year Award. Nic's extensive work in training both underwriters and intermediaries was also recognised when the Sterling Academy won Training Programme of the Year at the 2013 awards.

Nic has over twenty years' experience in the insurance industry and, prior to joining Sterling, held senior underwriting positions at AIG and Allianz.

NAFD Annual Conference 2019

The National Association of Funeral Directors would like to thank the following sponsors for their generosity in supporting the NAFD Annual Conference 2019:-



Registration is now open!

It's time to book your place at the Annual Conference and secure your accommodation, at preferential rates, at the Guildford Harbour Hotel.

Everything you need to know, and links for booking both accommodation and places at the events taking place, can be found at the NAFD Annual Conference 2019 website: www.nafdconference.co.uk.

If you have any questions in respect of Annual Conference, please contact Jane Lawrence on 0121 711 1343 ext 1009.