

Paul Ragan joins The Plan Group

One of the insurance industry's most recognised and successful entrepreneurs joins The Plan Group.

The Plan Group has announced that serial entrepreneur Paul Ragan has taken a NED role on the firm's board. The high profile industry figure brings considerable experience of acquisition to the family owned company that has aspirations to become a Top 50 broker in the UK.

Ragan originally entered the insurance market in the late 1980's and by the age of 21 was responsible for sales across a multi-site insurance brokerage with GWP of £50m. This experience proved the spring board to launching his own brokerage, Motaquote Insurance just two years later. Following over 20 acquisitions the company became Wales' largest Independent Insurance Broker and he eventually sold in a multi-million pound deal to Peter Cullum's Towergate in 2008.

In the time since, he has worked with numerous businesses across a variety of roles. Most notably Ragan created Veezu, a consolidator in the private hire industry. Within 5 years, he established the company as one of the largest operators in the UK via a vivacious pursuit of acquisitions. Media coverage has light heartedly referred to his ability to get deals over the line as, "Raganomics."

Ragan has been consulting with Plan's board since the turn of the year and has helped to formulate a detailed acquisition strategy. As the prospecting phase generated several ongoing opportunities, the board moved quickly to secure his services on a continuing basis.

Having appeared in the Channel 4 series, Secret Millionaire Paul is well known for his charitable undertakings and he feels that the benevolent nature of *The Plan Group* sets it apart from other players eyeing broker acquisitions,

"The close-knit, family feel of Plan presents a distinct offering from the major players in the consolidator market. The owners looking to sell, that I've spoken to, have highlighted the greater confidence they have in the integrity of *The Plan Group* and their desire to secure the future of their staff's roles. *The Plan Group* has a relatively young management team but they're savvy, well-funded and very

motivated. They're not looking to buy, build and exit. It's more about establishing a sustainable business for the long term."

Grant Georgiades the Managing Director of The Plan Group Ltd said:

"We are extremely pleased that someone of Paul's stature has confidence in both our plan and our ability to deliver it. His wealth of experience will be vital as we seek to achieve our acquisition growth targets. He has been through this process so many times and I'm in no doubt that his acumen will prove immensely valuable going forward. Paul's profile has already brought some owners that are seeking to exit to the table."

About The Plan Group

The Plan Group, is made up of commercial motor specialist *Plan Insurance Brokers* and leading cycle insurance provider *Yellow Jersey*. It is an independent family owned business that was established in 1989 by Peter Georgiades and his eldest son Scott. Younger siblings Ryan and Grant have subsequently joined the company and help to drive its development. The Plan Group controls GWP in excess of over £25 million and employs a team of over 100 from its headquarters in Redhill.

More information regarding *The Plan Group* can be found at www.theplangroup.co.uk

More information regarding Paul Ragan's career along with his contact details can be found at www.paul-ragan.com