

WORDS FROM THE TOP

IHC, the independent healthcare and insurance broking specialist, is in its 15th successful year since being founded in 1992. Launched with a mission statement to deliver the best tailored and best value private medical insurance products to their clients, IHC has since expanded and grown, now providing a complete range of insurance services.

Nick Lipczynski is IHC's managing director and has overseen the company's dramatic and consistent development over the years.



“From the start we were not looking to cater for one kind of business – no business was too large, no business was too small for us to meet their needs,” Nick says.

“Our ambition has not changed over these 15 years, but the company has. IHC has enjoyed significant and organic growth every year since it was founded and this has been down to exceeding clients' expectations, thus benefiting from client referrals and winning new business, while developing the service we provide.

“When we started we were concerned primarily with private health insurance, but that offering has been evolving. Many of our clients now enjoy an even more complete service from us: we provide brokerage on [UK and International Health Insurance and Permanent Health Insurance](#), life insurance, dental insurance and travel insurance.

“Using us to help provide all these services has its clear advantages – the streamlining of administration and meetings is an obvious one. But it also has potential money-saving benefits, which existing clients who aren't yet taking advantage of our complete service are advised to explore!

“Additionally, looking towards new relationships, many HR managers with staff in Ireland had the rug pulled from under them this year after Bupa pulled out of the country's benefits market. IHC has had a strong presence in Ireland for some time, and this latest development is an opportunity for us to strengthen our relationship with the staff and businesses there.

“So, clearly it is a time for change and growth, which excites me immensely. However, something I am most proud, and excited by, is our stability. We are a strong company with a solid, reliable base and a dedicated team of experts who know their fields inside out. It is with this that I look forward and see a bright future, for many years down the line.”

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