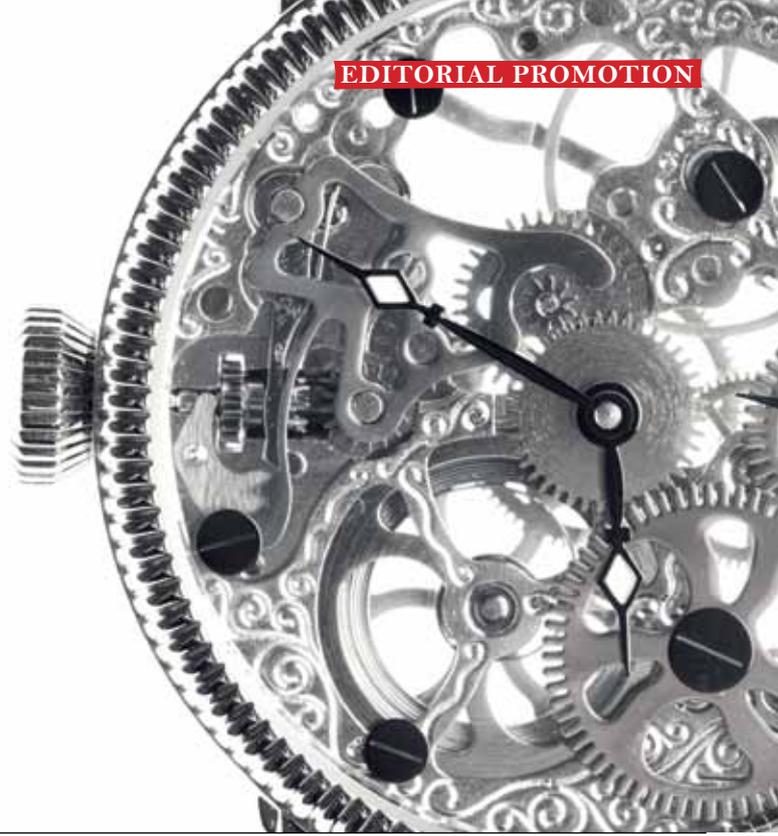


# SOMEONE TO WATCH OVER YOU

*Why your most valuable items need specialist management*



‘Most clients that we meet have built their collections over many years and many pieces represent significant lifetime events,’ says James Wasdell, who founded Quantum in 2004. ‘The majority of our clients would be devastated if a piece were lost or destroyed, but to then find that the insurance wouldn’t cover a replacement piece would be doubly heartbreaking.’

Despite a slight cooling last year, in the five-year period to 2012 wholesale diamond prices have still increased dramatically. According to the latest Rapaport statistics a three-carat round diamond increased in price by between 47 and 77 per cent over this period (depending on exact stone quality). The ten-year figures were a startling 124–146 per cent.

Its not just jewellery that has seen such profound increases in value in recent years. A Patek Philippe annual calendar watch in platinum that would have cost you a little over £30,000 in 2008 would have set you back over £46,000 last year — an increase of over 50 per cent in just four years.

Rare, older watches have also seen tremendous appreciation, with a new breed of collectors entering the market at lofty levels. These collectors continue to focus on rarity, condition, originality, complexity and provenance. If your pieces tick these boxes you could very well find yourself grossly under-insured.

There are three crucial steps to ensure that you won’t be caught out:

**1** Ensure all your collections are valued and thoroughly documented by a professional. This will also help both in the event of a claim and to aid in attempting recovery.

**2** Arrange cover with a specialist insurer. Ideally, this should be for agreed value cover and include some kind of provision for future inflation.

**3** Check how your policy will deal with a claim. A specialist policy will allow you to choose who replaces your lost items, or allow you to receive a cash settlement, without any deductions.

James Wasdell adds: ‘I continue to be amazed when I meet new clients who haven’t been given any of this advice by their current insurance provider. They have fallen into the trap of believing that all insurance is the same and once it has been arranged it can be ignored. Neither of which could be further from the truth.’

In addition to managing the insurance process, Quantum also works closely with numerous professional valuers and security consultants. This offers practical support to ensure that each clients’ possessions are properly assessed and protected and has proved immensely popular with ‘time-bankrupt’ clients who expect exceptional service and advice.

James concludes: ‘If a client has not looked closely at the value of their collections for more than two years, then it’s highly likely that they are facing considerable financial and emotional risk. This can only be avoided by conducting a review with a specialist who understands the assets involved.’

