**Chris - insurance v1.mp3**

<https://www.dropbox.com/s/7411v31vlnmo2v1/Chris%20-%20insurance.mp3?dl=0>

Will: Hi, and welcome again to “Ahead of the Field” with me, Will Evans.

This is another of our short bonus episodes exploring a specific issue around diversification in more detail with an expert from NFU Mutual.

We’re joined here on the farm in Ramsbury by Chris Walsh – one of NFU Mutual’s experts on rural affairs.

What about an insurance perspective then, what are some of the big things to consider with that?

Chris: I think your workforce is your most important asset. Employer’s liability insurance, that is a legal requirement for most businesses. Here there’s a farm, there’s an estate to manage, there’s a brewery, distillery, shop, pub. You name it. All of all of that requires a really good workforce that’s protected and knows what they’re doing. An unsafe working environment, that can be a danger, that can be a big risk. So talk to your insurer, talk to your risk management provider about the health and safety regulations. You’ve got to comply with them, you can’t get around it, and clear signage. I mean we’ve been impressed today looking around, you know eyewash stations, first aid kits, everything's all labelled so, and that and that's a sign of really good risk management and an insurer will welcome that when they assess a risk.

…involve your insurer and your risk management consultant upfront, because there will be risks that come with going into these ventures, it’s not all plain sailing and if you can get an idea of the costs upfront and some of the safety features you might have to install if the public are coming onto your property, that type of thing, then do that up front and you could save yourself a lot of time and effort before the money's committed.

Will: And what help or advice is available for farmers out there?

Chris: I think obviously first port of call go and talk to your local agent or NFU group secretary they've got a lot of experience when it comes to visiting farms, understanding the latest trends and what's happening in agriculture and diversification. Go out to the trade shows, go to the farm business innovation shows and talk to the people who actually build these things, and they'll give you an idea upfront of the costs and the things that you might not have considered. So that's probably where I’d start.

Will: If you’ve been inspired to find out any more about diversification, how to do it and what advice is out there for you, NFU Mutual has published a report on the subject that you can download right now. Just go online and search for “NFU Mutual diversification.”

In the meantime, if you’ve enjoyed this podcast, please do subscribe through your normal podcast app, and that way you won’t miss an episode, and whilst you’re there please do leave us a review as well.