

## Montessori Editorial for 100<sup>th</sup> Edition

It has been one year since dot2dot began their partnership with Montessori, as their preferred Early Years Insurance Providers. We're really pleased with the positive reaction that our insurance service has had from the Montessorians. It has been a fantastic year for us and the response to the dot2dot package has been great.

As dot2dot's relationship with Montessori has progressed, it has become clear that the shared values between the two organisations laid a solid foundation for our partnership.

Headmaster of Deenway Montessori School, Munawar Karim, in Berkshire became a dot2dot customer after reading of their affinity with Montessori. 'We wanted an insurance provider that really understood Montessori and the way in which Montessori schools operate. dot2dot stood out to us as they worked with other Montessori nurseries and demonstrated an affinity with the way in which we operate.'

Although insurance can often be an intimidating and confusing area for clients, dot2dot take the time to talk to our clients on a one to one basis, ensuring that we fully understand their insurance needs and are able to offer the best possible service. 'I am very well informed about the policies I have taken out with dot2dot,' says Karim. 'The staff really took the time to explain all the elements of the policy to me and considered the needs of my school in everything that we discussed. I now have a much more comprehensive policy that includes areas that insurance providers haven't covered in the past such as loss of revenue. The staff at dot2dot are very polite and friendly- they made the insurance process quick, straightforward and easy to understand.'

dot2dot also endeavour to be able to offer their clients products and services that will enable the smooth management of their nursery or school and enhance the Montessori experience for their pupils. This year will see the re-launch of dot2dot wheels, providing facilities for insuring company vehicles. dot2dot will also be looking to reward our customers through the extension of some of our partnerships with companies such as Design2Construct and Connect Technology. These partnerships will sit alongside our current support programmes including the complementary Croner-*i* Management toolkit software for each of our members.

The complementary Croner-*i* management toolkit that dot2dot offer each of their clients has proven particularly popular with Montessorians. 'I initially transferred to dot2dot as their cover was far more comprehensive than my previous insurance provider,' explained Ruth Martin from Artisans Nursery in Hertfordshire. 'I was given Croner-*i* as a complementary package by dot2dot and it has proven to be extremely useful in running Artisans, particularly when dealing with maternity leave issues. The fact that Croner-*i* automatically updates means that I don't have to worry about subscribing to a HR service and always have the latest information to hand.'

The Montessori conference in November was a brilliant opportunity for dot2dot to meet with a number of Montessorians, discuss our services and listen to the feedback from attendees on their insurance needs. This has allowed dot2dot to address the issues within the education sector that concern Montessori schools and tailor our services accordingly as our relationship moves forward.

Safeguarding will be one of the key issues that dot2dot address, reviewing the reasons why there has been a rise in safeguarding allegations and how we can support, educate and protect our clients against this issue in the event of an allegation being made. As Montessori celebrate their 100<sup>th</sup> issue, we look forward to the future of the dot2dot and Montessori partnership.



**Jackie Hyde**

**Director  
dot2dot Nursery Insurance**