



MARTENS & PRAHL  
VERSICHERUNGSKONTOR



»...always on your side!«

Wir beehren uns mitzuteilen, dass wir mit dem heutigen Tage  
Herrn **Heinrich Martens, Lübeck,**  
eine **General-Agentur** für

**Feuer- und Einbruchdiebstahls-Versicherung**  
übertragen haben.

Hochachtungsvoll

**Transatlantische  
Feuer-Versicherungs-Aktien-Gesellschaft  
Hamburg.**

Mit dem heutigen Tage haben wir

Herrn **Heinrich Martens, Lübeck,**  
eine **Haupt-Agentur** für unsere Versicherungen in  
**Unfall, Haftpflicht etc.**

übertragen, was wir uns hiermit erlauben zur Kenntnis zu geben,

Hochachtungsvoll

**Kölnische Unfall-Versicherungs-Aktien-Gesellschaft  
Köln am Rhein.**

Bezugnehmend auf vorstehende Annoncen halte ich mich zu Abschliessen in

**Versicherungen**

für **obige Gesellschaften** besten empfohlen. Jede gewünschte Auskunft  
wird bereitwilligst erteilt.

Hochachtungsvoll

**Heinrich Martens,**  
*Kontor: Fischstrasse 14.*

16642]

◆ **Tüchtige Agenten** werden jederzeit angestellt. ◆

**Freitag, den 1. Juni 1900.**

*notice in the »Lübecker Generalanzeiger«  
from the 1st June 1900*



# MARTENS & PRAHL grows



**M**MARTENS & PRAHL is a family run company currently employing more than 650 experts handling commercial, industrial and personal lines insurance business. The tradition of our company has a strong hanseatic influence. The ancestral seat is located in the Northern German city of Lübeck.

MARTENS & PRAHL was founded in 1900 being only the 13th company entered in the trade register of the city of Lübeck. In 1930 the single company sales representative became a multiple agent and developed in the forthcoming years into an insurance broker.

In the early 70's MARTENS & PRAHL founded subsidiaries outside the city borders of Lübeck and grew further into the Eastern parts of Germany after reunification.

Today, we have partner offices all over in Germany, a widespread network of co-operations abroad and many external experts for special services.



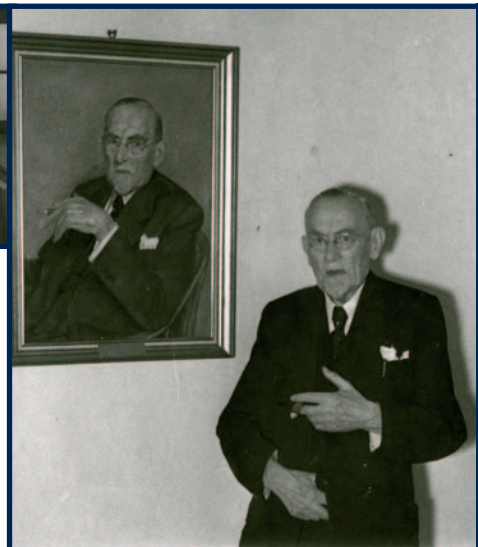
*Playing blind man's bluff on a company event 1956*



*Heinrich Martens and Rudolf Bartelt, 1950*



*Insurance office about 1926*



*The founder Heinrich Martens*

*Founded in 1900, we employ more than 650 experts in the group.*



## Company structure

MARTENS & PRAHL Group consists of privately held mid-sized companies and operates independent of any outside capital.

The M&P partners are independent entrepreneurs under the umbrella of the M&P group.

The holding company, located in Lübeck, holds shares in more than 60 company partnerships and regards itself as a service provider for the partnerships within the group.

The business policy is governed by the members of the holding company plus members of the advisory board who are elected by all partnership companies. Amongst other things, the holding company is responsible for central administration, agreements with underwriters, product and concept development, training and personal development, IT and support on tax and economic issues.

Having a lean company structure with fast decision making processes, MARTENS & PRAHL is in a position to respond speedily to new demands and the individual requirements of their clients. The strength of the group secures a high level of service.



Ancestral seat, Dankwartsgrube



Board of managers of the holding company



Headquarters Wielandstraße



*We would like to grow even further in the future through our own empowerment and the acceptance of new partnership companies. Growth leads to synergies for the benefit of all partners.*

# Employees



We enjoy our job. Humanity and co-operation are paramount for us.

The performance of our employees and the interacting partnership companies contribute significantly to the success of the Group. The development of insurance products, training, sales, claims handling and especially servicing our clients' needs requires well trained and knowledgeable staff – people whose ambitions compliment our business objectives.

This applies for all our employees no matter whether they are account managers, technical support or sales people, IT specialists or members of the managing board. Competence, qualification, willingness to perform and team spirit are core values for our daily work.



*Regular training and close teamwork are essential to our company and the source for continuity, competence and willingness to perform for our employees.*



## Products

As insurance brokers, MARTENS & PRAHL offer comprehensive and competitive covers for almost any industry. Our product range consists of covers for private households, sole traders, craftsmen, manufacturers, the professions, public entities, financial institutions, trade companies and corporate groups. We also offer tailor-made solutions for certain industries.

In addition, our partnership companies cover special areas including constructors all risk, marine, energy (wind, solar and bio), vintage cars, investments, pension plans, credit insurance and factoring and a full range of financial lines including D&O, E&O and Crime Insurance.

We are open to all our clients' needs or new product ideas. Thus, we find in a close co-operation with our clients, solutions that are tailor-made for their requirements.

*MARTENS & PRAHL offers tailor-made solutions for their clients.*





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For us, good service means that we understand our clients needs and all their requests and ideas. The MARTENS & PRAHL service is founded on the basis of a close contact and a personal relationship to the client.

Client Service requires us to find the most appropriate solutions for our client. Our service demands are that we think like our clients and put ourselves in the clients position. Only by doing this can we achieve the desired long-term partnership for both sides.



*M&P Service: service means that we understand our clients needs and all their requests and ideas.*



## Clients

Our clientele ranges from private households to multinational corporations. Traditionally, the predominant sector of our clientbase are mid-sized companies.

The diversity of our clients, combined with structural and regional differences and their individual needs, requires both a high level of empathy and advice as well as a comprehensive scope of products.

We see our position as the »lawyer of our clients in risk management«. Discretion is paramount for us.

*As an example we offer covers for:-*

- Private households*
- Offices and public entities*
- Energy (wind, solar, biogas)*
- Hotels and restaurant chains*
- Agriculture*
- Real estate sector*

- Garages and car-dealers*
- industries, trade and commercial activity*
- local authority districts, hospitals and medicine*
- special building projects*





*Insurance contracts, wordings and endorsements are often difficult to understand. It is our task to guide you through this technical language.*

*We are responsible for providing contemporary cover.*

*We identify the most appropriate insurers for you. We place the risk and care for you. We are your »lawyer of risk management« in Germany and abroad.*



- insurances for ships and transport*
- insurances for credits and factoring*
- financial lines (D&O, VSH)*
- internal company retirement insurances and capital investments*





## Goals

We are united by many common interests. Our philosophy is to deal fairly with each other in order to achieve satisfaction for all of us. Who ever realized that, “to give 51% and take only 49% can lead to more success than being selfish,” knows what we are talking about.

We have learned that numbers follow ideas and ideas follow virtues. Only after we defined our own company ethics as the framework we would like to operate in, could ideas develop that lead to our success. We contribute to each others ideas and assist one-another.

This tenet is adhered to because our experience has many times proved us correct.

*Numbers follow ideas –  
ideas follow virtues.*



# all around Germany

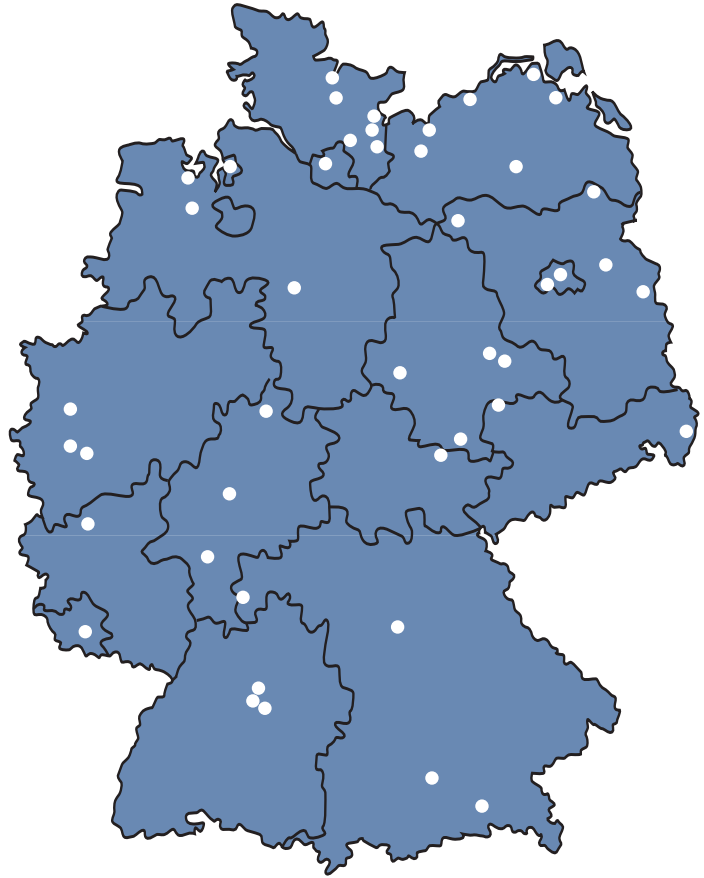


*printery „Conrad“ GmbH, Berlin*

*our partner companies in Germany*

*We would be pleased to send you a current list of our partner companies. You will also find all this information on our homepage:*

*[www.martens-prahl.de](http://www.martens-prahl.de)*



***Text:***

*Martens & Prahl*

***photo:***

*Thomas Wolf, Gotha*

*Monika Skubicz, Australien*

*Dirk Spsychala, Neuseeland*

*Julie Schellack, Hamburg*

*Archives M&P*

***layout:***

*Bernd Streiter, Mödlich*

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Ahrensburg · Asbach/Westerwald  
Bad Oldesloe · Bad Schwartau  
Berlin · Bremerhaven  
Daun · Deizisau  
Dessau · Dreieich  
Duisburg · Düsseldorf  
Frankfurt / Oder  
Giessen · Görlitz  
Gräfenhainichen · Greifswald  
Hamburg  
Harzgerode · Jena  
Kiel · Köln  
Korntal bei Stuttgart  
Leipzig · Lübeck  
München · Naumburg · Neustadt  
Oldenburg · Perleberg · Prenzlau  
Ratzeburg · Reichenschwand  
Rosenheim · Rostock  
Schwerin · St. Ingbert · Stralsund  
Stuttgart · Travemünde  
Varel · Waren  
Wismar



**MARTENS & PRAHL**  
VERSICHERUNGSKONTOR

Wielandstraße 14c  
23558 Lübeck  
phone · 0451 / 881 80  
fax · 0451 / 881 8181