

Client Profile

The following client demographics often create liability gaps in an insurance portfolio

<p>Named Insured, Additional Insured</p>	Life is complex and clients may not understand the intricacies involved in identifying a Named Insured and/or Additional Insured.
<p>Homeowner? Multiple Homes? Condos?</p>	HO policy is the basis of a client's liability insurance. Ownership, occupancy, multiple carriers, vendors, and tenants may have unexpected effects. It is important to review as a whole.
<p>Officer or Director on a Board?</p>	Does the Board have D&O coverage?
<p>Children? Ages?</p>	Children can increase liability. According to studies at MIT, the human brain does not fully mature until the mid-20's.
<p>High Value/Highly Customized Home?</p>	Many insurers have limited experience with high value homes. Carriers often use a calculation based on averages. High value homes tend to be underinsured.
<p>Collections: Art, Jewelry, Antiques</p>	Often clients don't realize valuable property should be itemized or catalogued. Carriers limit losses on these items on an HO Policy.
<p>Business, Trust, commercial real estate, residential rentals</p>	Many clients have gray areas where commercial and personal risk intersect. We review for correct policy form, insurable interest, named insured. To avoid unintended consequences, review requires a team: Insurance professional, CPA, Financial Advisor, attorney.
<p>Domestic Staff</p>	Families with employees may require Work Comp and/or EPLI coverage.

Policy Provisions often reduced or excluded

Limitation or absence of these features can leave a client with little to no coverage or large out of pocket costs

<p>Ordinance and Law (Code Upgrade)</p>	Carriers often limit or exclude rebuilding to new code. The effect is a reduction in coverage- even on homes insured to value.
<p>Sewer/Drain backup</p>	Many insurance carriers exclude or limit this coverage. Sewer backup remediation is expensive and time consuming. Black water destroys property and poses a biohazard.
<p>Extended Replacement Cost</p>	Usually ranges from 0-100% to Guaranteed Replacement cost. Acts as an inflation hedge in catastrophic loss where construction costs increase.
<p>Split liability: Home, Auto, Excess split between several carriers?</p>	Multiple carriers, split limits, and low coverage can create a situation where a client is significantly underinsured. Such exposure may make it difficult to settle a liability claim.
<p>Personal Injury</p>	This feature covers claims of Mental Anguish, Defamation of Character, Wrongful Eviction, etc. Many policies limit or exclude this coverage without endorsement.
<p>Settlement Options</p>	Actual Cash Value, Replacement Cost, Limited Replacement Cost- the insurance industry has a continuum of payment methods and jargon. Knowing how a policy functions in claim is integral to a satisfactory outcome.