

ARE YOU OFFERING SPECIALTY RV INSURANCE, GET A BIG "I" PROFESSIONAL LIABILITY E&O PREMIUM ESTIMATE, & VALUABLE ARTICLES - SCHEDULE OR BLANKET?

ARE YOU OFFERING SPECIALTY RV INSURANCE?

By Bill Tuttle, Explorer Agency Manager

This year is proving to be another strong year for the RV Industry. According to the Recreation Vehicle Industry Association (RVIA), shipments of new RVs will reach 381,000 in 2016, up 2% over 2015. "The industry has recovered from the recession, and we're looking forward to sustained growth into the future," said RVIA's president, Frank Hugelmeyer. There is not a 'typical' persona of an RV owner. Some are young families starting out with a towable unit and camping on the weekends. Some are 'empty nesters' who enjoy vacations driving cross country to visit our beautiful National Parks. Still others have decided to take to the road and live full-time in their RV while experiencing new places and new people. Some have found they can operate a business while traveling in their RV and not be tied to a physical office. Today's RVs range from basic pop-up campers to very sophisticated vehicles loaded with electronic components and high end finishes, such as granite countertops and marble flooring. Most professional bus conversions are highly customized and unique.

Are you offering specialty RV insurance to your clients who come to you to protect their RV? Are you able to insure high value units? Can you insure RVs over 32' in length? Will your carrier insure a Professional Bus conversion?

The National Interstate Specialty RV Policy is one of the offerings through Big I Markets. Some advantages to this program include:

- Values up to \$2 million
- Lengths up to 55'
- Professional Bus Conversions
- Business or commercial use may be acceptable
- Claims Representatives who specialize in RVs

In addition, there are specialty insurance options offered (subject to availability and eligibility) that are designed specifically for RVs, such as:

- Total Loss Replacement
- Purchase Price Guarantee
- Agreed Value
- Full Timers Liability
- Emergency Vacation Expense

RVs can represent a major financial investment for your client. National Interstate's Specialty RV policy allows you to offer protection designed with RVs and the RV lifestyle in mind. Cruise over to Big "I" Markets and click on **Recreational Vehicles - (Personal or Commercial)** to learn more!

SPECIAL FEATURE - Get a Big "I" Professional Liability E&O Premium Estimate Today

By Elif Wisecup, Director of Marketing and Big I Advantage® Publications

We realize that protecting the future of your agency is a major priority. You trust us to represent your interests at the highest political level and as your association we also want to provide you with the security of knowing you are getting the best overall E&O value in the marketplace-not just a policy, but a comprehensive program. The Big "I" Professional Liability program offers just that, with comprehensive risk management resources and coverage from industry leader Swiss Re Corporate Solutions.

Visit our contact page today to locate your state program manager and click the green "Get E&O Premium Estimate" button to begin a quick and easy process to connect with your state association and learn more about how to join our program.

Learn more about the Big "I" Professional Liability program at www.iiaba.net/EO. Already a policyholder? Take advantage of exclusive information and resources available from our at Risk Management Web Site E&O Happens.

VALUABLE ARTICLES - SCHEDULE OR BLANKET?

By Michael Welch, Big "I" Markets Marketing Assistant

A few weeks ago a neighbor was having a yard sale and among the items were four bins of Beanie Babies. I remembered hearing about a Princess Diana Beanie Baby that sold for over \$90,000 and so I proceeded to look up the more valuable ones. While I read off the list of the top ten, she was thrilled to discover she had four of them with a combined value ranging from \$2,300 to \$4,100, depending on the condition. These had the tags and looked pretty pristine. Suddenly it occurred to me I could have bought all four bins for about \$100 and sold the more valuable ones. This lack of business acumen might explain why I'm not a rich real estate mogul.

Finding valuable items for a comparatively low price at yard sales is rare, but it does happen. The really rare finds happen infrequently enough to warrant a news item when discovered. Smaller finds worth a few hundred or thousands of dollars such as my missed opportunity, are more frequent. Sadly, these sellers just didn't know what they had.

Knowing what something is worth applies to insurance as well and many articles and advice columns on family heirlooms and antiques commonly refer to "for insurance purposes" as a reason to spend money to get an item appraised. The reason is of course to get them scheduled if they are worth a lot and put the rest under a blanket. They also recommend getting them appraised again on occasion.

Covering these valuables at the right amount requires expertise in the field, which is exactly what you can expect when working with Big "I" Markets to access Crown Coverage's **Valuable Articles** markets (personal & commercial) written on AXA Insurance Company paper.

Artist*

- Minimum policy premium: \$2,500
- Minimum policy deductible: \$1,000
- Enhancement options include coverage for:
 - Commissioned works in progress
 - Non-commissioned works, if completed
 - Studio contents

Jewelry

- Minimum policy premium: \$1,000
- Target: \$500K up to \$30MM jewelry collections, higher limits available
- Minimum: \$75K minimum personal jewelry collections & at least 2 items
- Replacement Cost Valuation
- Competitive rates for collections kept in the residence, residence safes, and bank vaults
- Scheduled or blanket policies
- Worldwide coverage
- No restrictions for California earthquake

Conservator*

- Minimum Policy Premium: \$2,500
- Minimum Policy Deductible: \$1,000
- Valuation:
 - Objects in conservator's care, custody & control: Agreed Value
 - Furniture & fixtures: Replacement Cost
- Enhancement options include:
 - Art reference library coverage
 - Studio contents coverage
 - "Workmanship" coverage for property damage
 - Bailee legal liability coverage

Dealer*

- Minimum Policy Premium: \$2,500
- Minimum Policy Deductible: \$1,000
- Valuation: Cost Plus (+%) / Selling Less (-%) for inventory

- Property included: inventory, loaned items & objects on consignment
- Blanket coverage available with approved coverage locations
- Enhancement options include:
 - Art fair/Trade show coverage
 - Bailee legal liability coverage enhancement available
 - Art reference library coverage

Exhibition

- Minimum policy premium: \$1,000
- No policy deductible requirements, deductible options available for rate credits
- Valuation:
 - Fine Art: Agreed Value
 - Exhibitory: Actual Cash Valuation or Replacement Cost
- Scheduled policies
- Worldwide coverage for US domestic insured
- "Wall-to-Wall" / "Nail-to-Nail" coverage
- Earthquake/Windstorm coverage based on availability
- Flexible term by day, month or year
- Multi-year policies available
- Policy can be rated for multiple venues and storage needed between sites

Historic Property*

- Available for corporation-owned properties, excludes private residences
- Minimum policy premium: \$2,500
- Minimum policy deductible: \$1,000
- Building contents, real property and business interruption covered under one policy
- Valuation:
 - Building contents: Agreed Value, Current Market Value, or Current Market Value-150%
 - Real property: Agreed Value or Replacement Cost
- Coverage for multiple buildings and locations

Museum*

- Minimum Policy Premium: \$1,000
- Minimum Policy Deductible: \$1,000 (Owned property on premises)
- Coverage for owned (permanent collection) & loaned (short & long-term) objects
- Valuation:
 - Owned property: Current Market Value
 - Loans: Agreed Value
- Worldwide territory
- Large line capacity
- Flexibility in limits throughout policy term to accommodate exhibitions
- Blanket coverage for single or multiple venues
- Coverage for outdoor sculptures

Private Corporate*

- Minimum Policy Premium: \$1,000
- Target: Any limit (minimum premium applies)
- No policy deductible requirements, deductible options available for rate credits
- Replacement Cost Valuation
- Scheduled or blanket policies
- Newly acquired objects automatically covered, up to 25% of the limit
- Worldwide coverage
- Coverage available for single or multiple locations
- Art reference library coverage available

The **Stand-alone Valuable Articles Program - [Commercial or Personal]** can be found again on www.bigimarkets.com and is available in all states.

* Earthquake restrictions apply in California. Windstorm coverage restrictions apply in Florida and coastal locations.

WEBINARS

Remember that you can view the following webinars 24/7 by checking out the BIM Webinar Library. To do that log onto Big "I" Markets and click on "Publications".

- TravPay
- Commercial Lessor's Risk
- Affluent Homeowners
- Travelers Select Products (series)
- Travel Insurance
- Community Banks
- Affluent Homeowner
- Real Estate E&O
- RLI Personal Umbrella
- "Oh, by the way...Flood Sale"
- Habitational
- Student Housing

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BIM WEBSITE TRAINING WEBINAR

For all you folks who recently registered for Big "I" Markets, remember you can participate in a webinar from the comfort of your office to help you learn how to navigate around the system. Every Thursday at 2:00 p.m. EDT we'll show you how to navigate the Big "I" Markets platform, including how to submit a quote! A recording of this webinar can be found under "Publications" after logging into Big "I" Markets.

- Thursday, August 11 @ 2 p.m. EDT
- Thursday, August 18 @ 2 p.m. EDT

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Big "I" Professional Liability's Risk Management Team

A recent trend among insurance companies is NOT to require a signed and dated application to bind coverage. Big "I" Professional Liability's risk management team is hosting a panel discussion that will tackle risks associated with this trend. Join us for a FREE 30-minute Big "I" member-exclusive webinar on August 17th at 2:00 EDT: To App, or Not to App? That is the Question.

Recent claim examples and attendee questions will also be covered. The discussion will feature Swiss Re Corporate Solutions' Richard Lund (Senior Underwriter, Vice President) as moderator. Panelists will include:

IIABA's Bill Wilson (Director, Big "I" Virtual University)
Swiss Re Corporate Solutions' Brian Butcher (Claims Expert, Vice President)
Howard Kronberg, Esq. of Keidel, Weldon & Cunningham, LLP

Register today for To App, or Not to App? That is the Question. Give us half an hour and we'll give you the rundown on the risks of this emerging practice!

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Big "I" Virtual University Webinars

Don't miss the following education opportunities provided from the Big "I" Virtual University experts that focus on topics agents need to know to make a smart start in 2016. For more information, contact national staff.

- **August 23. "Fixing Commercial Lines Coverage Gaps"** Through scores of real-life claims examples and court cases, this program examines common coverage gaps found in many commercial lines policies and addresses the remedies for such gaps in the form of insurance products or risk management techniques CE credit available for

attendees in AZ, CT, ID, MI, NJ, NY, ND, OR, WA, WY. Click here to learn more and to register.

- **August 30. "New Overtime Ruling - Decisions to be Made"** The ruling has been made and it's time to focus on being compliant. Join veteran employment lawyer and agency consultant Don Phin to learn the basics of the regulations, traps created by "white collar" exemptions, making the decision on a raise or changing classification, how omissions' and bonus affect the minimum salary threshold and more. Click here to learn more and register.
- **September 12. "First Monday LIVE!"** is a free monthly webcast hosted by the VU's own Bill Wilson and guests on the first Monday of the month to discuss the wide world of insurance from seemingly non-insurance topics. Each 30-minute webisode covers "what's going on" in the news and the implications. The August broadcast is in development as subject matter is explored. Click here to learn more and register and here to access the recordings.

TWO FOR TUESDAY TRIVIA

Be one of the first five with the correct answers and win a \$5 gift card (Starbucks, Dunkin' Donuts, Baskin Robbins, or Krispy Kreme).

Don't forget to answer the Tie Breaker!

1. In the movie *RV*, the main character is heading towards a city that should be very familiar to him from another role. Name the city.
2. On this date (8/9) in 1944, this furry fire prevention "spokesman" debuted.
3. What is the target value range for Crown Coverage's (AXA) jewelry collections?

TIE BREAKER

Golf is returning to the Olympic Games after a 112 year absence. What other returning sport was last seen in 1924?

LAST WEEK'S MOST CLICKED LINKS

Here are the top three items that got BIM agents clicking from our last edition... see what you missed!

1. RLI Jewelry program
2. EPLI - Things That Should Never Be Said
3. "To App, or Not to App? That is the Question" Webinar registration

BIG "I" MARKETS SALE OF THE WEEK

Congratulations to our agent in Ohio on a performance bond sale of **\$20,847** in premium!