

HISTORIC HOMES NEED DISTINCT COVERAGE, READ THE LATEST BIG I ADVANTAGE® NEWSLETTER NOW & PROTECTING WITH PERSONAL ARTICLES FLOATERS

Historic Homes Need Distinct Coverage

Have you ever heard of the Oheka Castle? Built by investment banker Otto Hermann Kahn and located in Huntington, NY, it is the second-largest privately held home in the U.S. It is turning 100 this year and you can even buy a brick to help celebrate. You have probably seen it as a backdrop in movies and television shows. The largest home in America is the Biltmore in NC.

Other famous historical homes include the White House, Mount Vernon, the Hearst Castle, Swan House, Drumthwacket, and Pittock Mansion. Some are rumored to be haunted, including the White House, MacKay Mansion, Hagar House, Carnton Plantation, and Woodburn Mansion. Like the Oheka Castle others are used as settings in TV and movies. And who can forget the Dibble House, made famous by the Grant Wood painting *American Gothic*?

Some of these homes remain in private hands, while others have been turned into hotels, museums, historic sites or a bed and breakfast. Not all historic homes have famous or infamous histories. A few blocks away from the Big "I" Markets office is an area called Old Town Alexandria, which has blocks and blocks of homes and townhomes, some of which were built before the Revolutionary War. It even has a cobblestone street. Nearly all of these homes are in private hands and just a standard HO policy will not cover them if they are to retain their look following a structural loss.

AIG offers historic home coverage to their Private Client Group homeowners insurance for homes built prior to 1945. It includes consulting service with historic preservation experts to rebuild or restore after a loss. Complimentary advice on loss prevention and maintaining the historic look of the home including coordination with preservation societies.

AIG's Private Client Program is available to registered Big "I" Markets agents in all states. So pedestrianate over to Big "I" Markets and click on **Affluent Program-New Business** to learn more!

SPECIAL FEATURE

Read the Latest Big I Advantage® Newsletter Now

We have one of the best challenges an association products team can face here at Big I Advantage - and that's finding a way to keep Big "I" members informed of the many, many products and programs we have in place to bring value to your agency.

From agency professional liability insurance to protect your agency, to affluent homeowners insurance to protect your clients, to 401(k) retirement services designed to protect your future, we are constantly working to bring solutions to your agency that will have you thinking of the Big "I" first when faced with challenges large or small. It's a lot to stay abreast of!

That's why twice a year we publish a multi-page newsletter highlighting insurance and other product updates. The latest issue is now available for you to dive into!

This issue highlights the addition of the Coalition cyber liability product, as well as:

- Big "I" Flood
- Big "I" Personal Umbrella
- Big "I" Professional Liability
- Big "I" Retirement Services
- Big "I" Employee Benefits
- Big "I" Markets product updates
- Big "I" Business Resources
- ... and more

We hate to think of any member agency leaving valuable member benefits on the table simply because they were unaware of what is offered. That's why we hope you'll click to download the current Big I Advantage newsletter, and take time to browse the many programs available exclusively to you as part of your membership with the Big "I."

You can learn more about these and additional IIABA offerings at www.iiaba.net.

Protecting with Personal Articles Floaters

Why do some clients need a **Personal Articles Floater**? Simply put, a standard homeowner policy is not set up to cover a large collection or a single high value piece (or both) sufficiently. Lower coverage limits, deductibles, and a smaller peril pool mean too many insured discover too late that they just didn't have enough insurance through their HO policy. A **Personal Articles Floater** is designed to offer higher coverage limits as well as protect against the causes of loss not covered on a homeowners policy. Our product features:

- Worldwide coverage for items not protected under other policies
- Larger schedule
- Expensive jewelry not excluded
- Significant discounts (alarm, safe)
- Can insure valuables without a deductible

Insurance can't cover the sentimental loss when items go missing or get damaged, but with the right coverage, the financial value can be protected. Additionally, a jewelry claim on a **Personal Articles Floater** does not impact the homeowner policy.

The **Personal Articles Floater** on **Big "I" Markets** offers customized products and services for commercial and personal inland marine fine art and valuable articles. Coverage is available for museums, galleries, private dealers and corporate collections as well as private fine art collections, jewelry, fine wine, silverware, musical instruments, antiques and any collectible imaginable. This program offers many specialized features designed for all types of risks that will appeal to even the most discerning collector, regardless of risk size. The carrier's in-depth knowledge of both personal and commercial exposures allows them to underwrite diverse risks resulting in policies that are individually tailored to meet the unique needs of your insureds.

Working with a specialty company that understands the unique elements of these risks leads to the most competitive pricing, considerably broader and more flexible coverage than your standard homeowners insurer, and expert claims handling.

Special items warrant special coverages and terms not commonly found in standard policies, offering the following coverages and unique features:

- All risks of physical loss or damage
- Worldwide coverage, including transit
- Valuation options to meet individual risk needs
- No per-item limitations
- Newly acquired property coverage
- No deductibles
- Optional buy-back for recovered property
- Legal liability coverage for objects in your care, custody or control

Claims are processed in-house and are assigned to one of expert adjusters from a tight network of specialists in the US. These specialists then work directly with your insured guaranteeing privacy and utmost discretion in adjusting the claim. This high-profile network of adjusters gives your clients access to a host of niche industry specialists to aid in the claims process such as:

- Fine art, collectible and jewelry appraisers
- Specialty jewelers
- Collectible societies
- Conservation and restoration specialists
- Auction houses
- Museums and gallery curators
- University historians and experts for unique items
- Curating services for collectors

Policies are written on an admitted basis. The carrier is rated A XV by A.M. Best. The **Personal Articles Floater** is available on **Big "I" Markets** in all states (except AK & HI) for personal lines.

WEBINARS

VU Webinars and Lightning Learning

Virtual University

WEBINARS - Two-hours with CE in select states.

- July 10 - 1:00 p.m. EDT - Rules for Developing the Correct Premium
- July 18 - 11:30 a.m. EDT - 3 Keys to Getting the Named Insured Correct
- July 30 - 11:30 a.m. EDT - 4 Key Personal & Commercial Line Exposures Every Agent Must Understand

View the complete calendar, registration links and see what states have CE approval online. Registration includes live webinar, on-demand recording and a transcript.

LIGHTNING LEARNING - Twenty minutes each with a focus on Condos: More Than a Box of Air, an Insurance Nightmare

- July 9 - 11:30 a.m. ET - Key Information Needed to Write Condos
- July 16 - 11:30 a.m. ET - 7 Condominium Definitions You Must Understand
- July 23 - 11:30 a.m. ET - Who Insures Which Property?

Register once for the monthly Lightning Learning package and receive all sessions for one low price. Registration includes live presentations and on-demand recordings.

VU Webinar and Lightning Learning questions can be sent to VU staff. The 2019 calendar and all links are available here.

TWO FOR TUESDAY TRIVIA

Prize Award Change - Since not everyone can read the *TFT* right away, prizes will be to the first response with the correct answers and then four selected at random from all received by 6p.m. EDT on Wednesday. Win a \$5 gift card (Starbucks, Dunkin' Donuts, Baskin Robbins, or Krispy Kreme).

Don't forget to answer the Tie Breaker!

1. In 1671 Thomas Blood was caught in the act of an audacious attempt to steal the Crown Jewels from the Tower of London by pretending to be a pastor. How did King Charles II "punish" him?
2. The White House is the most visited historic home (public or private) in the country. What is the second most visited?
3. A Personal Articles Floater is appropriate for precious jewelry. One of those most famous diamonds in the world, the Hope Diamond, is on display at the Smithsonian. It's a striking 45.52 carats, but many who see it are surprised by the color. What color is it?

TIE BREAKER

TB - Nationwide Insurance has an annual award called the Hambone for unusual pet mishaps and recoveries. The 2018 winners Ziva and Zeus, were discovered trapped for up to 21 days in what definitely unusual place?

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. Small Commercial Markets
2. 10 Ways to Beat Motion Sickness - TII Blog Post
3. 4 Key Personal & Commercial Lines Exposures Every Agent Must Understand - Webinar Registration

BIG "I" MARKETS SALE OF THE WEEK

Congratulations to our agent in Florida on a Commercial Auto - Monoline sale of **\$11,596** in premium!

