

CHUBB NOW OFFERS RESTAURANT COVERAGE, DOUBLE-DUTY PROTECTION AVAILABLE THROUGH CRUMP & BREATHE EASILY WITH COALITION

Chubb Now Offers Restaurant Coverage

In a restaurant if one customer spills their drink and a few seconds later another customer slips and is injured no reasonable judge or jury would find the restaurant negligent. When does negligence occur? What if the spill isn't cleaned up for 10 minutes, 30 minutes, or over an hour before someone is injured?

Any business is legally negligent when:

1. Management was aware or should have been aware of the wet floor
2. A sensible manager would know the wet floor could cause customers to fall
3. Management neglected to take reasonable steps to warn customers and dry the floor
4. The business management's negligence directly caused the slip and fall injuries
5. The injuries are real and verifiable
6. The injured party didn't contribute to the circumstances that caused the fall

In the fast-paced world of the food services industry, accidents are bound to happen, even for the most prepared business owners. From customer and employee injuries to property damage and the loss of business income, small businesses in the food services industry are exposed to risks every day.

Chubb understands these unique exposures and now offers a robust Chubb BOP and umbrella solution for small businesses with up to \$30M in revenue in the following classes:

- Banquet halls
- Buffets
- Casual dining
- Caterers
- Commissaries
- Delicatessens
- Fast food
- Fine dining
- Food concession or refreshment stands
- Food trucks
- Pizza parlors
- Sandwich shops
- And more!

Available coverages include:

- Chubb BOP
- Umbrella
- Workers' compensation
- Commercial auto
- Cyber Enterprise Risk Management (ERM)
- Management & professional liability

Please note, all products may not be available in all states.

Chubb's business owner's policy (Chubb BOP) is designed specifically for small businesses. With broad protection for property and liability exposures, Chubb BOP serves as the foundation for your clients' insurance portfolio.

Appetite

Chubb BOP helps protect small businessowners with up to \$30M in revenue, in more than 500 business classes across the following industries:

- Artisan contractors
- Clubs and associations
- Cultural institutions
- Financial services
- Healthcare

- Real estate
- Retail stores
- Service businesses
- Technology
- Wholesale businesses

Check out the full list of eligible businesses.

Coverage

Chubb BOP is developed from our renowned commercial package, Customarq, to provide superior coverage tailored for small businesses. This state-of-the-art policy is crafted to address industry specific risks with multiple features for property and liability insurance.

Optional enhancements:

- Property enhancements including a unique automatic blanket limit of insurance concept that ties together valuable property coverages
- Liability enhancements including broad named insured and blanket additional insureds
- Privacy and data breach
- Animal bailee coverage
- Earthquake (in selected states)
- Employment practices liability
- Foreign liability including kidnap and ransom
- Electronic data liability
- Equipment breakdown
- Water back-up and sump overflow
- Professional liability insurance for beauty parlors, dental labs, florists, funeral directors, hearing aid establishments, optical establishments, printers, and veterinarians
- Crime, including forgery and alteration, money and securities, as well as employee dishonesty

Why Chubb?

Chubb SCI leverages superior underwriting expertise with world renowned claims, account services, and financial strength. Your clients work hard to grow their business, so they need an insurance company that can grow with them. Chubb's longstanding tradition of excellence makes us an easy, and wise, choice.

Optional Solution - Customarq Package

If your client is in need of a tailored solution, consider our commercial Customarq Package. Using Customarq, agents and brokers can choose to submit business either online or through their local Chubb branch. To learn more about the solutions offered by Chubb's Commercial Insurance division, please visit chubb.com.

Chubb Small Commercial Insurance (SCI) leverages superior underwriting expertise and world-renowned claims, account services, and financial strength to offer solutions for small businesses with up to \$10M in revenue. Chubb recognizes that not all coverages fit the needs of every business and that is why they have crafted a customizable suite of state-of-the-art insurance products to fit your client's specific needs. Available in all states except AK FL, HI & LA.

Our other Small Commercial carriers:

- **Travelers Select®:** Travelers Select Accounts offers a robust variety of coverages for small businesses. A proprietary BOP product, Master Pac®, Workers' Compensation, Commercial Automobile, and Commercial Umbrella are available, with a broad array of industry-specific coverage options and coverage extensions. Travelers is available in all states except AK, FL, HI, LA, RI & TX.
- **CNA Small Business:** CNA Small Business currently offers a market for a broad variety of businesses, representing Healthcare, Financial Institutions, Professional Services, Business Services, Technology, Retail, Real Estate, Wholesalers and Manufacturing. BOP, Workers Compensation, Commercial Automobile, and Umbrella and Miscellaneous Professional Liability products are available. CNA is available in all states except AK & HI.

ACORD Applications and 3-year loss runs will be required.

If you have any questions about Chubb or the Small Commercial product, please contact Big "I" Markets Commercial Underwriters Claire McCormack at claire.mccormack@iiaba.net 703-706-5415 or Tom Spires at tom.spires@iiaba.net 703-706-5470.

SPECIAL FEATURE

Double-Duty Protection Available Through Crump

As much as 62% of personal bankruptcy is attributable to medical expenses, even though 78% of those who file for bankruptcy hold some form of health insurance, according to a recent Investopedia article that highlights the top five reasons people file for bankruptcy.

It's frightening to think that health insurance isn't enough to prevent the possibility of incurring colossal medical expenses—especially considering that medical expenses are often the result of unplanned injuries, serious illness or disease.

Insurance professionals are armed with a plethora of products they can recommend to help mitigate the unexpected—after all, that's what insurance is all about! Coverages include disability insurance, long-term care insurance, whole life and critical care coverage, to name a few.

But what about those looking for a simpler route? For those who aren't ready to commit to options like LTCi or whole-life insurance, you can offer a double-duty term life product with living benefits, available through Big "I" partner Crump.

This product provides a death benefit combined with the ability to accelerate a portion of the death benefit if the client is diagnosed with a qualifying critical illness.

Learn more about double-duty life, or visit Crump online to find out how to gain access.

Breathe Easily with Coalition

By Paul Buse, President of Big I Advantage®

Dan Fulwider was the Government Affairs Coordinator and Membership Liaison for the Independent Insurance Agents of Iowa. His dedication to his community and the causes he believed in inspired all who knew him. In the spirit of and to honor Dan Fulwider, each year Trusted Choice® recognizes one of its member agents for going above and beyond in volunteering time and enthusiasm to causes close to their heart with the Dan Fulwider Award for community involvement. This year's winner, Frank Jones of Mints Insurance, Millville, NJ, has been on the front lines of advocating for addiction recovery reform. His acceptance remarks at the 2019 Big "I" Legislative Conference resonated with many in the room.

"Many of you have heard the quote, 'Insurance is the oxygen of our economy.' As true as that statement is, Trusted Choice independent insurance agencies are the oxygen of our communities," Jones said. (Watch Mr. Jones receive the award here.)

When I heard Frank give that quote, I was immediately taken back to the months after September 11, 2001. Double decade veterans of our industry will remember just how vital insurance was to our economy then. Soon after, congressional action and the Terrorism Risk Insurance Act or TRIA emerged to give our economy the oxygen (aka commercial property insurance) it needed.

Congratulations, Frank, and great quote.

Today, the economy's oxygen I worry about the most is technology and the Internet. Rare is the business that—if you take away their computers and the Internet—that they are not "closed until further notice." That's where insurance comes back into focus only this time it's not just paying for losses but preventing those losses.

Coalition cyber insurance, our newest product on Big "I" Markets, is that prevention. Any of their insureds will tell you that the underwriting analysis done by Coalition is very valuable. Many insureds will even tell you the analysis is worth the premium for the losses it helps to avoid.

Have you ever lost your wallet? You know the feeling, it's like a gut-punch. Ugh! Your mind races, "How do I replace this? What was in there? How much cash did I have?" And on and on. Then you find it on the floor of the car or between the couch cushions a new feeling washes over you: Relief. Well, that's the feeling you will give your insureds when you give them a Coalition quote, but even better. It's like knowing you can't ever lose your wallet. Ahhh.

Try Coalition! We've talked often about how failing to offer coverages and/or documenting that you did offer increases your risk of insurance agency E&O claims. Along with flood insurance, uninsured motorist, personal umbrella, in-home business, environmental and others, offering cyber insurance is a real value to your insureds. You should offer it and document you did. Let the client say no.

With Big "I" Markets and Coalition, we make it easy to quote cyber directly on the Coalition site. No more asking for a quote.

You are in total control. You can even bulk quote. Admitted options are available now in 18 states, and will be in most states soon. Don't delay, quote your first risk today. Visit www.bigimarkets.com or contact Carla McGee at 800-221-7917, ext. 5495.

WEBINARS

VU Webinars and Lightning Learning

Virtual University

WEBINARS - Two-hours with CE in select states.

- 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
- August 21 - 11:30 a.m. EDT - Rules for Developing the Correct Premium

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 Did the Underwriter Follow the Law?

- August 6 - 11:30 a.m. ET - Underwriting Period: How Long Does a Carrier Have to Review a New Policy?
- August 13 - 11:30 a.m. ET - Mid-Term Cancellations: When is a Carrier Allowed to Cancel a Policy Before the End of the Policy Period
- August 20 - 11:30 a.m. ET - Conditional Renewals: When Does the Carrier Have to Give Renewal Information?

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

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. Doug Teixeira and his wife, Lindsey Pelton were recently arrested for filing a false police report. It is alleged they attempted to commit insurance fraud by claiming two criminals invaded their rented home and did what deed; which they actually did themselves?
2. In the "double duty life" link in the Special Feature article, what percentage of workers surveyed said medical expenses were the reason they took a hardship withdrawal from their 401(k)s?
3. In the first article, what are the four covered restaurant classes that begin with "F"?

TIE BREAKER

TB - Which Apollo 11 astronaut made this iconic boot-print?



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 Home Business - 140+ business classifications
 2. 4 Key Personal & Commercial Line Exposures Every Agent Must Understand - Webinar Registration
 3. 3 Keys to Getting the Named Insured Correct - Webinar Registration
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BIG "I" MARKETS SALE OF THE WEEK

Congratulations to our agent in Pennsylvania on a Small Commercial sale of **\$10,123** in premium!