

# COALITION NOW ADMITTED IN 13 STATES, READY, SET, CYBER: DON'T MISS THIS FREE WEBINAR FROM COALITION & TREE 1 - HOUSE 0

## Coalition Now Admitted in 13 States!

Coalition's admitted cyber product is now available in the following states: AZ, CA, CO, DE, IL, MN, NC, OR, PA, RI, TN, UT & WI.

Coalition remains a dedicated risk management partner to you and your clients. Regardless of purchasing an admitted or surplus lines product, Coalition's risk mitigation apps, tools, and services will be available to policyholders. Both products will also have the financial backing of Swiss Re Corporate Solutions\* (A+ rated by A.M. Best).

### What are the differences between the Admitted & Non-Admitted policy?

The admitted policy includes:

- Breach Response Services - these are Coalition's risk mitigation services provided to when facing an incident or potential incident. This is offered on all quotes, admitted & non-admitted, outside the limits, and with \$0 retention.
- Coverage for privacy action brought against the insureds by the Securities and Exchange Commission (SEC). Note: this coverage is available by endorsement on the surplus lines product but built into the base form on the admitted product.

Technology Errors & Omission coverage is not currently available in the admitted policy in any state.

The following endorsements have not yet been approved in the admitted policy for Colorado:

- Breach Response Separate Limits
- Reputational Harm Loss
- Service Fraud
- Criminal Reward Coverage
- Court Attendance Costs
- GDPR Enhancement

**All of the enhancements above are now available on an admitted basis in the follow states: AZ, CA, DE, IL, MN, NC, OR, PA, RI, TN, UT & WI.**

*\*Insurance products may be underwritten by North American Specialty Insurance Company, or an affiliated company, which are members of Swiss Re Corporate Solutions.*

### How do I obtain an Admitted Quote?

The process is nearly identical to obtaining a surplus lines quote. You will now notice a new button labeled "Get Admitted Quote" on the upper right-hand corner of your Coalition Dashboard where the "Get Quote" button used to be:



Just click on this button and you'll be taken to an identical set of questions used to obtain an admitted quote. If the risk falls outside the admitted parameters, you will be given the option to continue as a surplus lines quote.

Reach out to Carla McGee, your dedicated cyber liability program manager, at 800-221-7917, ext. 5495 if you have any questions or to walk through a quote.

## SPECIAL FEATURE

**Ready, Set, Cyber: Don't Miss this Free Webinar from Coalition**

Register today for the Ready, Set, Cyber! Coverages Claims and Carrier Contracts webinar, to take place Wednesday, June 19 at 2 p.m. ET.

Only about 15% of small businesses have cybersecurity insurance in place, according to the 2017 Better Business Bureau Study. Considering it only takes a momentary lapse in judgement to click on an unsolicited email or open an infected file to feel the stress and embarrassment associated with a cyber event, this statistic is alarming.

If your insurance agency or your clients are among the 85% that do not have cybersecurity coverage, you don't want to miss this webinar!

Panelists will include Sean Ram, cyber underwriter, Coalition, who will present several important coverages you need to consider to protect your agency and your clients from cyber exposures. Catherine Lyle, claims lead, Coalition, will provide you with a few examples of cyber claims that did not make the national news but had a crippling effect on the business and its local community.

Eric Lipton, senior counsel, Big "I" Office of General Counsel, will also talk about trends that are becoming more and more prominent in agent-carrier agreements due to recent cybersecurity regulation. He will tell you what provisions you need to be aware of and what you need to avoid.

If you have any questions, contact Carla McGee or visit the Big "I" Cyber Coverage for Your Agency webpage.

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## Tree 1 - House 0

"When a big tree falls, the ground shakes." - Rajiv Gandhi

A housefire took out most of the second floor and damaged the rafters. The firefighters had to cut holes in the roof to put it out. The owner boarded up the windows and put a huge blue tarp over the roof. About two weeks later, during a big storm a large tree fell across the back of the house and then crushed the roof of the attached garage. These two unrelated events occurred within less than two weeks but between them they nearly destroyed the entire house.

In another claim example, a \$750,000 home had not one but two separate instances of flooding from broken pipes, and then a tree fell on it in the same year.

In yet another, a coastal condo owner was doing laundry when socks blocked the drain. The condo was completely flooded as was the unit below.

These homeowners have a similar problem. Large losses combined with mixed coverage needs. Fortunately Big "I" Markets has coverage for all of them and more with Non-standard Homeowners, Renters, Condominium, Rental Dwellings, Vacant Dwellings.

While there is no maximum Coverage A limit, there is a \$150 - \$200K minimum limit that varies by state, and exposure.

- Primary Home
- Secondary Home
- Short & Long Term Rental
- Personal Builders Risk
- Corporate Name or LLC
- Unprotected Home
- Renters
- Log Homes
- Condominium
- Coastal
- Vacant Dwelling

What you should send us:

- Older, updated well-maintained homes (Older Home Questionnaire Required)
- Coastal, Non Coastal or Brush Exposures
- Log Homes
- Trampolines, Unacceptable Animals, Unfenced Pools
- Homes titled in an LLC or corporate name (Corporate Questionnaire Required)
- Risks cancelled due to nonpayment of premium
- Risks with prior losses or being non-renewed

- Protection class 9/10
- Builders Risk

Ineligible risks include knob and tube wiring, homes in poor condition/poor maintenance; mobile homes; risks with open claims; more than 2 family unit; business or day care on premise.

Coverage Highlights & Availability

- Industry-accepted ISO HO3 policy forms modified to tailor coverage for unique exposures
- Many standard ISO endorsements and customized endorsements available
- Flexible deductible options
- Minimum Premium \$1,000
- All policies are prorated, except for taxes & fees in some states
- Lex CyberSafety<sup>SM</sup> endorsement (provides liability coverage for damages arising from cyberbullying claims)
- The LexElite<sup>®</sup> Pet Insurance Enhancement

Available in all states except for Hawaii.

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## WEBINARS

### VU Webinars and Lightning Learning

Virtual University

**WEBINARS** - Two-hours with CE in select states.

- June 18 - 11:30 a.m. EDT - 4 Key Personal & Commercial Line Exposures Every Agent Must Understand
- June 12 - 1:00 p.m. EDT - 3 Keys to Getting the Named Insured Correct
- June 13 - 1:00 p.m. EDT - In the Aftermath of the Storm - An Agent's Perspective

*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.

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## 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. The oldest single tree in the world is around 5,000 years old. What type of tree is it?
2. In the first Coalition article if you click on the "mitigation apps, tools" link under "Can your insurance company do this?" rolling list, which type of service comes after DDoS mitigation?
3. Knob and tube wiring fell out of common use in the early 1940s, and today is only allowed in very few situations as outlined in the National Electric Code. These safety standards are published by which trade association?

**TIE BREAKER**

TB - Coalition is headquartered in San Francisco. Today's population is nearly 900,000 residents. What event in 1848 led to a major population boom?

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## **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 Insurance
  2. Personal Articles Floater
  3. "Is Your Website Doing More Harm Than Good?" - Webinar Link (Closed)
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## **BIG "I" MARKETS SALE OF THE WEEK**

Congratulations to our agent in Georgia on a Commercial Auto - Monoline sale of **\$24,408** in premium!