

CNA NOW OFFERING ARTISAN CONTRACTORS, IT'S EASY TO OFFER DOUBLE-DUTY TERM LIFE WITH CRUMP & AIRBNB? VRBO? LEXSHARE OFFERS HOME RENTAL COVERAGE ENDORSEMENT!

CNA Now Offering Artisan Contractors

Commercial construction is projected to be one of the fastest growing industries into 2020, according to the Bureau of Labor Statistics. The industry's outlook is bright, and so are your opportunities to grow your small business trade contractor book with Big "I" Markets and CNA.

Whether it's finding the right solution for the consequences of faulty workmanship, fleet safety, Personal Protective Equipment (PPE), PPE Training, Workers' Compensation, Pollution Liability or Professional Liability, you need a carrier who understands your insurance needs every step of the way. CNA's expertise has earned them endorsements from more construction trade associations than any other carrier, and they hold nearly three times more International Risk Management Institute (IRMI) Construction Risk and Insurance Specialist (CRIS®) designations than anyone else.

Their depth of experience, unique coverage enhancements and top-rated financial strength means CNA has the right mix of products and solutions for your clients' businesses.

CNA's construction appetite includes an array of trade contractors:

- Heating/Air Conditioning (HVAC), Endorsed by the Mechanical Contractors Association of America (MCAA)
- Electrical Work within Buildings, Endorsed by the Independent Electrical Contractors, Inc. (IEC)
- Plumbers - Residential and Commercial, Endorsed by the Commercial Mechanical Contractors Association of America (MCAA)
- Interior Painting and Paper Hanging
- Floor Covering Installation
- Swimming Pool (Install/Service/Repair), Endorsed by the North East Spa and Pool Association (NESPA)
- Landscaping and Lawncare
- Driveway, Parking Sidewalk Paving/Repaving, Endorsed by the American Society of Concrete Contractors (ASCC)
- Tile, Stone, Marble, Mosaic or Terrazzo Work
- Countertop Installers

For more details and specific state availability, view CNA's sell sheet.

To submit a quote, log into Big "I" Markets and click on "**Small Commercial**." Contact Big "I" Markets commercial underwriter Claire McCormack at claire.mccormack@iiaba.net or (800) 221-7917 ext. 5415 with any questions.

Big "I" Markets also offers **Small Commercial** through two additional carriers:

Travelers Select® 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.

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 FL, LA, AK & HI.

SPECIAL FEATURE

It's Easy to Offer Double-Duty Term Life with 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.

Airbnb? VRBO? LexShare Offers Home Rental Coverage Endorsement!

Airbnb now offers renters "experiences" to attract those looking for an interactive vacation. Guests can pay a local host for certain hands on or immersive activities such as pottery workshops, cooking classes, horseback yoga, or surfing on a hidden beach. Millennials are more likely to choose short-term rentals over a hotel room while members Generation Z (who are under 25) are more likely to spend their vacation time in a city.

While home (and room) sharing can be lucrative for homeowners, it exacerbates the typical homeowners risks. Recognizing this, Lexington Insurance Company has a series of enhancements to LexElite® Homeowners Insurance. **LexShareSM HOME Rental Coverage** (LexShare HOME) extends homeowners protection expressly where short- and long-term landlords need it--providing coverage certainty with an expanded definition of "residence premises" and raising the roof on protection for losses from property damage, theft, and more.

Key coverage highlights include:

- A broad definition of "residence premises" that eliminates any grey areas in coverage for primary and secondary rental properties, and expressly encompasses both short- and long-term rentals regardless of whether they are secured through online peer-to-peer websites or traditional real estate brokers.
- Protection for rental of other structures on the "residence premises," such as a converted garage apartment - deleting the exclusion of other structures rented or held for rental in the standard homeowners policy.
- Increased coverage for damage to landlord's furnishings, including appliances, carpeting, and other household furnishings, in each apartment on a "residence premises," eliminating the \$2,500 coverage cap in a standard homeowners policy.
- Enhanced protection for personal property, tripling - or more - the standard Special Limits of Liability in key areas. For example, LexShare HOME provides limits of \$10,000 on watercraft of varying types; \$5,000 for loss by theft of jewelry, watches, precious, and semiprecious stones; \$7,500 for loss by theft of silverware, goldware, platinumware, and firearms; \$7,500 on property used primarily for "business" purposes; and \$4,500 on trailers or semitrailers as well as \$4,500 on certain electronic apparatus and accessories.
- Coverage for theft of personal property from that part of a "residence premises" rented to others.
- \$100,000 Watercraft Liability coverage for certain watercraft rented to others, such as jet skis, small sailboats and powerboats, canoes, kayaks, and rowboats. Standard homeowners policies provide no coverage whatsoever for watercraft rented to others.
- Express coverage for tenant-caused damage to trees, shrubs, plants or lawns on primary and secondary rental properties.

LexShare HOME Rental Coverage is the newest addition to Lexington's suite of enhancements to LexElite® Homeowners' Insurance; each enhancement is designed to help consumers keep pace with the fast-moving risks of today's world. Additional endorsements include: **Lex CyberSafetySM Coverage**, **Upgrade to Green® Residential**, **Eco-Homeowner® Mandatory Evacuation Response Coverage**, and **LexElite® Pet Insurance**.

The **Non-standard Homeowners, Renters, Condominium, Rental Dwellings, Vacant Dwellings** is available all in states except Hawaii.

To learn more, visit Big "I" Markets or contact Herbert Decuers.

WEBINARS

VU Webinars and Lightning Learning
Virtual University

WEBINARS - Two-hours with CE in select states.

- October 17 - 11:30 a.m. EDT - 3 Keys to Getting the Named Insured Correct
- October 22 - 1:00 p.m. EDT - Rules for Developing the Correct Premium
- October 30 - 11:30 a.m. EDT - 9 Rules for Reading an Insurance Policy Based on the Law of Insurance Contracts

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 Answering Key Work Comp Questions - A Work Comp Primer

- October 9 - 11:30 a.m. EDT - Who Counts as an "Employee" in Work Comp?
- October 16 - 11:30 a.m. EDT - What Injuries are Compensable Under Work Comp?
- October 23 - 11:30 a.m. EDT - How Do YOU Prepare Your Clients for the Premium Audit?

Register once for the monthly Lightning Learning package and receive all three 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 6 p.m. EDT on Wednesday. Win a \$5 gift card (Starbucks, Dunkin' Donuts, Baskin Robbins, or Krispy Kreme).

Congratulations to this week's winners - Linda Naylor (TX), Lana Campbell (NM), Bonnie Swan (GA), Megan Yochum (OK) & Cynthia Kress (NV).

1. According to Insure Response what percentage of calls that go to voicemail are hang-ups? - **86%**
2. What hour-long TV show debuted on this day (9/24) in 1968? - **60 MINUTES**
3. In the Pollution article above, what is the cost of the average mold job on a commercial property? - **\$250,000**

TIE BREAKER

TB - Against what event was soccer player Paul Hucker insured against in 2002 & 2006? - **PSYCHOLOGICAL TRAUMA (of England being eliminated early in the World Cup Playoffs)**

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. Insure Response 24/7 Support Services
3. "3 Keys to Getting the Named Insured Correct" Webinar Registration Link

BIG "I" MARKETS SALE OF THE WEEK

Congratulations to our agent in Virginia on a Cyber Insurance - Coalition sale of **\$6,090** in premium!