Bleisure Travel Is Growing, Putting Lexington Back In Kentucky, &amp; Keeping An RV Rolling

Bleisure Travel Is Growing
According to Bridgestreet, 60% of international business travelers have added vacation time onto a business trip and better than half of them bring their families along. This practice has come to be known as "bleisure." The trend towards bleisure is expected to grow as 94% of younger travelers have or want to do so.

Businesses are beginning to respond to bleisure travelers. The Bridgestreet report referenced above was for the hospitality industry and some designers are coming up with mixed outfits specially for the bleisure crowd.

When taking a vacation onto a business trip, your clients should still make sure it is protected with Travel Insurance. The typical plan will cover emergency medical expenses and baggage loss and delay, and recover at least some of the cost of the trip if the vacation portion has to be canceled or cut short.

As a Big "I" Markets agent, you can offer your clients travel insurance through our partner carrier Travel Insured International. Opt-in for Cancel for Any Reason Coverage, and your clients may cancel their plans and get up to 75% of their total trip cost for any reason they choose. They just have to have purchased within 21 days of deposit (other eligibility conditions must also be met) and cancel 48 or more hours prior to scheduled departure in order to be eligible.

The TII travel blog covers a myriad of travel related subjects including travel agent myths, bleisure, air travel tips, picking the right hotel, using a cellphone abroad, navigating hurricane season, and more. Don't know how to account for miles or rewards points in the cost of the trip? There may be a points rebanking fee if a trip is cancelled and that cost, up to $250, can be covered.

Travel Insurance can cover accident and sickness medical expense, emergency medical evacuation/repatriation, trip delays, cancellation, interruption, missed connections due to severe weather or many other reasons outside the traveler's control.

Obtaining coverage is easy:

- Review the product guide with your client. Use the Quick Quote Feature on the Travel Insured International Site to calculate premium and add optional coverage if desired.
- Contact the Carrier's Help Desk with any coverage or underwriting questions.
- When you are ready for coverage to be issued, you MUST click on Request a Quote to access the applications and enter client information. Then scan and attach the completed application as a "New Message" or email to nancy.doherty@iiaba.net. A credit card number is required to issue coverage.
- Travel Insurance is currently available to members in all states.

The Travel Insurance International help desk can be reached at (800) 243-3174. Nancy Doherty can be reached by email nancy.doherty@iiaba.net or at (800) 221-7917 x5389. Submit business online at www.bigimarkets.com.

Rates, waiting periods, and coverages can vary in FL, IA, KS, NY & WA.

SPECIAL FEATURE
Putting Lexington Back In Kentucky

Non-standard homeowners is back the Blue Grass State! Lexington has reopened underwriting in the Kentucky for our non-standard home program.

Please submit your non-standard HO business through Big "I" Markets. Lexington can write unsupported secondary homes, short term vacation rental homes, unprotected homes, older homes in good shape, and rental homes.

Keeping an RV Rolling

Recreational vehicles are sometimes called land yachts, and with good reason. Both yachts and RVs can carry the comforts of home to remote locations, such as beds, kitchens, bathrooms, showers, closets, refrigerators, internet, TVs, in-motion satellite systems and more. The more amenities offered, the more complicated they are. Those systems are also competing for a limited amount of space in which to operate, so some amenities share functional space with others, meaning only one can be used at a time. Space can be created while parked with pop-up roofs and slide out walls.

Higher-end RVs can have multiple levels and larger, more luxurious versions of the same features, plus a few not found in less expensive RVs. More bells and whistles also means that there is more that must be maintained.

National General has an extensive Tips & Tricks manual that covers how to keep an RV running smoothly, including:

- Tire maintenance
- Routine inspections
- Safe driving tips
- Winterizing/storage/spring cleaning
- Severe weather/disasters
- Fire Safety
- …and more

National General offers excellent RV coverage for motor homes with an original cost new value up to $1 million. Also eligible are travel trailers, fifth-wheel trailers, pop-up trailers, truck-mounted campers, Airstream trailers and toy haulers. Maximum coverage limit varies by state.

Specialized RV Protection

Included for free, with specialized options available:

- Storage Option - Suspend coverage while the motorhome is in storage
- $3,000 of Personal Effects Coverage (Higher coverage optional)
- $1,000 of Pet Protection
- $3,000 of Permanently Attached Equipment Coverage (Higher coverage optional)
- Total loss replacement for permanently attached equipment
- Emergency Expense Allowance
- Fire Department Protection
- Locksmith Coverage

Additional options available for purchase:

- Replacement Cost Coverage (Stationary excluded)
- Stationary Coverage
- Vacation Liability
- Full-Timers Coverage - For RVers who live in their RV full-time
- Towing and Labor
- Diminishing Deductible - 25% of their deductible is waived (up to 100%) for each annual renewal that they have no claims
- Mexico Physical Damage
- Additional Personal Effects Coverage
- Additional Emergency Expense Coverage

Recreational Vehicle - Personal coverage is available on Big “I” Markets for most recreational vehicles, including motorhomes, fifth wheels, mounted truck campers and more.

Stationary Unit coverage is available as new business in Alabama, Arizona, Arkansas, Colorado, Florida, Georgia, Illinois, Iowa, Kansas, Kentucky, Louisiana, Maine, Michigan, Mississippi, Missouri, Montana, New Hampshire, Nebraska, New Mexico, New York, North Carolina, Ohio, Oklahoma, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Virginia, and Wyoming.

1 If your RV is totaled or stolen (and not recovered) in its first five model years it will be replaced with a comparable new RV, even if you're not the original owner. After the first five model years, you will receive your full original purchase price - not a depreciated amount - toward the purchase of the replacement RV. Replacement Cost Coverage must be purchased during the RV's model year or within the following four years.

WEBINARS

NEW Cyber Insurance - Coalition Training Sessions
Big "I" Markets

Dates: August 1, 2
Time: 2:00 - 3:00pm EST
Cost: FREE

Summary:
Introducing Coalition Cyber Liability through the Big "I" Markets platform. Gain an understanding of how to enter business into BIM, be redirected to the Coalition website, view the automated risk assessment process, bind coverage and launch epay collection process for taxes and fees.

Panelists:
Shawn Ram - Coalition
Alex Pazooki - Coalition
Aimee Fawns - Big "I" Markets
Carla McGee - Big "I" Markets

Please send any questions to Aimee.Fawns@iiaba.net.

Registration:
CLICK HERE TO REGISTER

NEW The Never-Ending Problems with Certificates of Insurance
Big "I" Virtual University

Date: Wednesday, August 15
Time: 1:00 - 2:30pm EST
Cost: $49 (includes live presentation, recording and written transcript)

Summary:
Ridiculous requests and tough situations regarding certificates of insurance (COI) NEVER go away. Every week the Big "I" Virtual University gets multiple questions about the proper use of COIs. Many are common questions, but on occasion, we get a question that hasn’t been asked before.

Agents can never become complacent or lazy when dealing with COI issues, and although you are probably tempted, never give up or give in to the stupidity - stand and fight!

In this session, we will review the purpose of certificates (old information), answer the 21 (probably more) most common questions we receive, and will explore some of the more unusual questions we've heard as well.

NEW Lightning Learning for August
Big "I" Virtual University

Dates: August 7, 16, 28
Time: 11:30 - 11:50am EST
Cost: $9.99 for all three sessions

Summary:
The VU's July Lightning Learning series features three 20-minute sessions dedicated to Contractual Risk Transfer and Total Cost of Risk. Even if you can't participate in the live sessions, you will receive a link to the on-demand recordings and can listen to them at your leisure. Register once and attend:

- August 7 - Your Insureds and Contractual Risk Transfer
  Understanding contractual risk transfer is a key requirement for staying out of trouble when you insure contractor risks. But even if you don't insure construction-type operations, you will be subject to contractual risk transfer language at some point, you can count on it. This session answers seven related FAQ's.

- August 16 - Explaining the Total Cost of Risk (It's More Than Premiums)
VU webinars offer comprehensive looks at industry issues. If you are looking for quick strikes of knowledge check out the VU's 20-minute Lightning Learning series that will focus on Contractual Risk Transfer and Total Cost of Risk for the month of August. Please send any questions to VU staff.

Registration:
CLICK HERE TO REGISTER

What the insured doesn't understand is that insurance is not about the price of insurance (which the commercials seem to tout), it is about the cost of risk. In this session we detail the seven costs of risks insured must consider; the agents job to explain them.

- **August 28 - Coinsurance - Down and Dirty Explanation**
  Co-insurance provisions found in property policies exist primarily to assure that the insurance carrier receives adequate premium for the coverage provided. Without a coinsurance condition, and its applicable penalties, insureds might be willing to purchase an amount of coverage somewhat less than the value of the subject property because of the statistically low probability of a total loss. This session dispels the myth that co-insurance is as easy as 
  
  \[
  \text{Did/Should x Loss - Deductible = Payment}
  \]

Consider presenting conference style for the entire agency to benefit. Please send any questions to VU staff.

Registration:
CLICK HERE TO REGISTER

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. InsurBanc's David Tralka "Wisdom from Agency Owners."
2. Eagle Express: Auto & Home New Business
3. Chubb - Auto Accident Checklist

BIG "I" MARKETS SALE OF THE WEEK
Congratulations to our agent in Texas on a Bonds - Bid, Contractor, Performance, Surety sale of $12,866 in premium!