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AIG Insuring "Liquid" Assets

The whisky enthusiasts among your clients have taken great care in building and maintaining their collections. When it comes to protecting collections, AIG Private Client Group, a division of the member companies of American International Group, Inc. (AIG), is equally attentive. They offer expansive specialized coverage for spirits, complemented by a range of services designed to preserve long-term value.



Coverage highlights

Broad, customizable coverage

Policies respond to damage from fire, theft, earthquake, flood and breakage. Depending on the makeup of the collection, your client may decide on one overall coverage limit to cover everything, or to address bottles individually.

Up to 150% replacement cost

If a covered item must be replaced, it's less vulnerable to market volatility.

Mechanical breakdown

Your clients are protected if spirits spoil due to climate control system failure.

Newly acquired items

New acquisitions are immediately covered for up to 90 days from the time of purchase.

Worldwide coverage

Each item included on the policy is protected, regardless of location.

In-transit items

Rest assured that your clients' bottles are covered during shipping, whether from the point of purchase or between residences.

Risk management solutions

AIG Private Client Group's team of risk management specialists can help your client preserve the value of their collection by minimizing its exposure to conditions that can lead to breakage or spoilage.

Appraiser recommendations

They connect your client to third-party professionals who are best equipped to assess their particular collection.

Storage solutions

They advise on proper storage conditions when building or renovating your cellar.

Inventory management

They recommend inventory software programs and/or third-party vendors that provide inventory solutions. With their help, your client will know what they own, where it's located and the opportune time to drink it.

The product and eligibility may have been revised or discontinued since the original article was written. Review the Information page for each product on Big "I" Markets for current content and instructions.

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An elite vendor network

Access their directory of pre-screened resources for shipping, buying and selling high-end spirits; offsite storage facilities; state-of-the art security and temperature-control systems.

Helpful hints to share with your clients

- Whisky should be kept in a cool dry place away from direct sunlight. Heat and dramatic temperature swings can pose significant problems, forcing evaporation and damaging seals.
- The relative humidity (rh) for storage should remain as constant as possible; anything too low or high could harm corks and labels. Be aware that some wine cellars are kept humid for wine corks, but that same humidity can damage cardboard or wood packaging.
- Packaging is tied to value, so check bottles regularly to ensure that no mold or staining is present. If you have a moldy or musty natural cellar, consider storing spirits elsewhere.
- If your home cannot provide the conditions optimal for aging your collection, consider renting space at a specialty storage facility.
- Always store bottles at least 8" off the ground to avoid damage from floods or leaks.
- Store bottles upright so the alcohol won't damage the cork and seal.
- Never store chemicals, paint or odorous materials near your collection.
- Avoid storing bottles in areas subject to vibrations, such as beneath or next to a home theater.
- Install a central alarm system in your storage area that will detect threats from theft, fire, moisture, and temperature fluctuation. The most up-to-date alarm systems can even send alerts directly to your mobile device.

AIG's Private Client Program is available to registered members in all states. Log in to www.bigmarkets.com and click on **Affluent Program - New Business** to learn more!