

TWO FOR TUESDAY from Big "I" Markets

ACE HURRICANE AWARENESS, NEW INVEST WEBSITE, & WRAPPING SPACE MODULES

ACE HURRICANE AWARENESS

This hurricane season is expected to be below average with only 6-11 named storms and only 3-6 of them becoming hurricanes, but that doesn't mean it's not dangerous. In 1992 there were only seven named storms but one of those was Hurricane Andrew, which reached Category 5 status before devastating south Florida.

ACE and Big "I" Markets don't want your clients to be unprepared. ACE has created hurricane preparedness and safety guides for the home as well as for boats. Plus this handy claims reporting guide for afterwards.

The ACE Platinum Portfolio, often with just one policy, can provide superior coverage for your high net worth clients' homes, vacation properties, autos, jewelry and valuable collections, watercraft, and personal liability. The portfolio approach has many advantages: It minimizes coverage gaps and wasteful duplications that can occur with a collection of standard industry policies. It earns an overall discount, so your clients get seamless protection as well as the most value for their premium dollar. In most instances, the client will have just one policy to track and one bill to pay.

Coverage Features/Benefits:

Coverage is available for home, auto, watercraft, umbrella and valuables, and is most often sold and billed on a package basis to maximize multi-policy credits and ease for the client. Deductibles of at least \$1,000 are encouraged, and risks with prior losses will be considered based upon the merits of the account. Included in the ACE Platinum Portfolio:

- Full replacement cost coverage for dwellings, other structures, as well as A&A for condos & co-ops, in all but a few states
- Replacement Cost on Contents in most cases
- Total Loss Settlement Option
- Medical expense amount of \$50,000 included
- Back up of Water/Sewer to Residence limit for loss to residence, up to Personal Property limit for loss to personal property
- Credit Card/Bank Coverage up to \$10,000
- Deductible Reserve included with \$2,500 ded. or higher.
- Unlimited Ordinance and Law Coverage in all but a few states
- Primary flood end. Available in most states for pref. flood zones
- Ability to tailor the coverage amount for other structures and contents
- Identity Fraud Expenses Included \$100,000.

To check coverage availability for your state log into www.bigimarkets.com and look under **Affluent Program - New Business**.

SPECIAL FEATURE:

Check out New InVEST Website

by Elif Wisecup *Director of Marketing* of Big I Advantage®

InVEST, the insurance industry's premier classroom-to-career education program has launched a new website, www.investprogram.org, and a new interactive eBook. All resources continue to be free.

The new website combines the two former InVEST sites and has three separate sections for InVEST's various audiences: students, teachers and insurance professionals who serve or want to serve as volunteers and speakers. Registered teachers can easily locate tools separated by topic and resources, including PowerPoint presentations, videos, quizzes and tests, lesson plans and class activities.

For students, InVEST added and improved several online resources, including:

TWO FOR TUESDAY from Big "I" Markets

- **Career Paths:** In depth career section including salary estimates for various positions in the insurance industry and videos detailing each job.
- **Personality Profile Test:** Students can take a free Caliper test and the results will be used to provide an insurance career fit to provide more information about that career and what's needed to enter the field.
- **Insurance in Real Life:** Useful tips and facts regarding the various insurance coverages needed for different life events, such as going to college, buying a first car or starting a first job.
- **Colleges and Training:** An area for students to locate local colleges with insurance degree programs or find information on how to obtain an insurance license.
- **Jobs and Internships:** A listing of positions for students and entry-level talent.
- **Scholarships:** Information on eligibility and the application process for InVEST scholarships.
- **Course Materials:** Once students are logged in (active InVEST teachers can provide this information to their students), they can access the new interactive eBook directly from a computer or tablet.

Learn more about how to become involved in InVEST at investprogram.org.

WRAPPING SPACE MODULES

The International Space Station (ISS) is the largest artificial body in orbit. The first components were launched in 1998 and assembled in space. It has been continually occupied since November 2, 2000 with a maximum crew of 6. It is 239 feet long and 356 feet wide, mostly solar panels, and consists of two (Russian and American) linked segments. The modular design consists of 24 laboratories, airlocks, docking ports cargo bays, nodes, connecting adaptors, living quarters, and a cupola. There are also multiple solar arrays, heat radiators, external storage, remote controlled arms, and even a two armed robot named Dextre for making external repairs. The United States and Russia have committed to staying in the station to 2024. The Russians want to create a new station using modules from their section as the base.

The beauty of a modular design is that individual pieces can operate separately, in small groups or in one large structure. Modules can be removed and replaced with a different one when no longer needed or the mission changes. Travelers **Wrap+ for Executive Liability for Private Companies** works the same way. You can pick and choose the coverages your client needs and leave off what they don't. In the future you can add new or drop old coverage as needed.

Features Common to All Liability Coverages:

- Additional Defense Coverage
 - Additional Defense Limit of Liability
 - Survives exhaustion of base limit
 - Available for each liability coverage elected or shared
- Defense options
 - Duty to Defend (100 percent predetermined allocation)
 - Reimbursement
- Single retention for claim triggering multiple liability coverages and no retention if unable or not permitted to indemnify
- Worldwide coverage - claims made or occurring
- Foreign parent corporation coverage as co-defendant
- Severability of application representations
- Subsidiary acquisition - 25 percent of assets
- Extended Reporting Period
 - Bi-Lateral
 - 3-year run-off available for pre-determined premium
 - Report potential claims
 - Elect by liability coverages
- Duties in the event of claim - triggered by knowledge of Executive Officer

Click the links below to learn more about available options, access highlight and sell sheets, and more:

- Directors and Officers Liability Insurance
- Employment Practices Liability Insurance
- Fiduciary Liability Insurance
- Miscellaneous Professional Liability (E&O) Insurance

TWO FOR TUESDAY from Big "I" Markets

- Crime Insurance
- CyberRisk
- Kidnap and Ransom
- Identity Fraud Expense Reimbursement

As part of your coverage, you receive access to *Risk Management Plus+ Online*[®], a one-stop resource that provides a comprehensive set of tools to help protect your organization from costly litigation. To learn more, visit www.rmplusonline.com.

To access the Wrap+ please log into Big "I" Markets and look for Wrap+ products in the commercial product listing. Please note that the Community Homeowners Associations and Healthcare Organization are not currently available through Big "I" Markets.

WEBINARS

Back by Popular Demand: OH BY THE WAY...FLOOD SALE Webinar

Interested in learning flood marketing techniques? Participate in the "Oh, By the Way...Flood Sale" webinar presented by Big I Advantage[®] Marketing Director Ginny Pierson. Topics in the fast-paced 1 hour presentation include: Reasons to Sell Flood Insurance - Reasons Consumers Should Buy - Misconceptions by Agents & Consumers - Talking Points & Myth Busters - The Flood Risk - Flood Resources - Facts & Statistics.

Free - Sign up for the 2:00 EDT Tuesday, July 7th webinar **here**:

+++++

"Data Breach, The New Wild West? Cyber Risk Exposures and Insurance"

July 15, 2015; 1:00 - 4:00 p.m. Eastern Time

\$79 - **Click here to register**

In 2014 the number of data breaches was widely publicized including online fraud, identity theft and business data breaches. Criminal hackers are no longer 'thrill seekers', but professional computer experts and criminals mostly located outside of the United States. Very few insurance producers have knowledge of the problems and possible solutions and this can leave them unable to discuss what steps (including risk management and insurance coverages) need to be pursued. This webinar will explain first and third party exposures to various cyber risks, the lack of insurance coverages in current CGL and property policies and the emerging markets for this coverage.

Other upcoming VU webinars include Beyond the Basics: Emerging Issues Personal Lines Issues and Certificates of Insurance - 2015 Edition. VU webinar questions can be sent to bestpractices@iiaba.net.

+++++

Remember that you can view the following webinars 24/7 by checking out the BIM Webinar Library. To do that log onto Big "I" Markets and click on "Publications".

- Personal Liability Trends - Fireman's Fund
- TravPay
- Commercial Lessor's Risk
- Affluent Homeowners
- Travelers Select Products (series)
- Travel Insurance
- Community Banks
- XS Flood
- Real Estate E&O
- RLI Personal Umbrella
- Affluent Homeowner
- "Oh, by the way...Flood Sale"
- Habitational

TWO FOR TUESDAY from Big "I" Markets

- Non-standard Homeowner
- Student Housing

+++++

BIM WEBSITE TRAINING WEBINAR

For all you folks who recently registered for Big "I" Markets, remember you can participate in a webinar from the comfort of your office to help you learn how to navigate around the system. Every Thursday at 2:00 p.m. EDT we'll show you how to navigate the Big "I" Markets platform, including how to submit a quote! A recording of this webinar can be found under "Publications" after logging into Big "I" Markets.

- Thursday, July 2 @ 2 p.m. EDT
- Thursday, July 9 @ 2 p.m. EDT

STUDENT OF THE INDUSTRY PARTING SHOT

What "Line of Business" Pays the Most Commission?

By Paul Buse, *President of Big I Advantage*

What "Line of Business" (or LOB) pays the most commission? By that you have to define "most." That is, is "Most" the "rate of commission" or "dollars?" Fortunately, the answer to both of these questions are simple to find. The United States insurance industry, as regulated by our state insurance departments, is one of the most transparent industries anywhere...in the world. You can see the answer below on either the basis of the highest percentage or the most dollars paid.

2013 Insurance Commissions by LOB

<i>Top Five by % (\$000 omitted)</i>	<i>Premiums</i>	<i>Commissions</i>	<i>%</i>
Surety	5,254,955	1,273,512	24.2%
Credit	1,882,903	442,740	23.5%
Other A & H	1,770,896	334,011	18.9%
Commercial Multiple Peril	37,728,833	6,408,188	17.0%
Burglary and Theft	248,195	41,394	16.7%
Federal Flood	3,063,152	508,453	16.6%
<i>Top Five by % (\$000 omitted)</i>	<i>Premiums</i>	<i>Commissions</i>	<i>%</i>
Private Passenger Auto	180,757,393	15,437,146	8.5%
Homeowners Multiple Peril	80,716,237	10,806,518	13.4%
Commercial Multiple Peril	37,728,833	6,408,188	17.0%
Other Liability - occurrence	33,843,759	4,479,032	13.2%
Workers' Compensation	49,384,867	4,127,525	8.4%

Source: A.M. Best Aggregates and Averages

As a student of insurance, you may wonder how is it these figures are so available? After all, can you get that figure for the commission paid on all Volkswagens or Fords? With our industry you would know it for Jetta vs. Escape. Why? Each year for over 100 years, insurers have filed increasingly detailed Annual Statements (also known as "Convention Blanks" or "Yellow Books") with their designated state authority. So specific, in fact, that those that fill them out used to call the "Yellow Peril" for the potential to make mistakes with the exacting rules. These statements are required to be on exact forms because regulators are very interested in the financial health of insurers and the profitability of the insurance sold. The commission figures above were taken from what is called the Insurance Expense Exhibit (or IEE) and it is but one many fields monitored on 35 LOBs.

Did you notice I "snuck in" a sixth LOB? Federal Flood. I did that to make the point that if you are not getting a competitive commission, you should go to www.iiaba.net/flood. From there you can contact Selective Insurance Company, IIABA's

TWO FOR TUESDAY from Big "I" Markets

endorsed provider of federal flood. They are the ONLY insurer that provides direct support of the lobbying efforts on your behalf. You should support them and their systems and support will make you very happy you did.

TWO FOR TUESDAY TRIVIA

Be one of the first five with the correct answers and win an envy-inspiring *TFT* Trivia T-shirt. **Don't forget to answer the Tie Breaker!**

Ed James (FL), Lisa Gammill (MS), George Goodman (NY), Kathy King (MD), & Jody Shellberg (IA)

1. According to the Selective flood article referenced above how much was the average flood claim from 2008-2012? - **\$42,000**

2. What breed of dog originated in Germany by a tax collector who needed a guard dog for protection? - **DOBERMANN (or Dobermann Pincsher)**

3. The Government Printing Office was established this day (June 23) in 1860; what other U.S. institution (still on the job) was created on the very same day? - **SECRET SERVICE**

TIE BREAKER

The dog days of summer have nothing to do with dogs. From where does the term originate? - **FROM SIRIUS (The Dog Star) RISING WITH THE SUN DURING THE HOTTEST DAYS OF SUMMER**

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. Selective - Inland Flooding Risk
 2. Certificates of Insurance - 2015 Edition
 3. Office Pac - Popular Options
-

BIG "I" MARKETS SALE OF THE WEEK

Congrats to our agent in Maryland on a Garage Pac sale of **\$4,014** in premium.