

COMMERCIAL GENERAL AND ARTISAN CONTRACTORS, UM/UIM WEBINAR INSTANT REPLAY, & CHUBB: BEYOND JUST AFFLUENT HOMEOWNERS

Commercial General and Artisan Contractors

I once had a neighbor who reduced the number of bedrooms in his house from four to three by turning the smallest one into a large walk-in closet for the master bedroom and using the existing closet space to expand the master bath. It was *very* nice. But when he sold the house his Realtor said that the addition of the much larger closet and extra bathroom space didn't make up for the loss of the fourth bedroom. Usually, updating and remodeling your house will increase its value at the time of sale. For example, according to this recent infographic, adding a fence can actually pay for itself.

Home remodeling often means home contractors. And Big "I" Markets has a market for that!

Contractors Bonding and Insurance Company, an RLI Company, provides Package policies for Commercial General and Artisan Contractors:

CONTRAC PAC

- General Contractors that are
 - active in the day-to-day operations
 - on the jobsite daily
 - have annual receipts of \$3 million or less
- Trade contractors with annual receipts up to \$2.0 million

Coverages:

- General liability with limits up to \$1 million/\$2 million, including products and completed operations (higher limits available)
- Umbrella*
- Commercial buildings and business personal property*
- Auto*
- Identity recovery & data compromise*
- Inland marine*
- ...and more

Available in AZ, CA, ID, MT, ND, NM, NV, OR, TN, TX, WA, WY.

* varies by state

CONTRACTORS

- Commercial General Contractors \$3M - \$10M annual sales
 - Commercial work only
 - New construction
 - TIB work
 - No paper GCs
- Commercial Artisan Contractors over \$2M in annual sales
 - Commercial new construction
 - Commercial and residential service work
 - Will allow custom home jobs

Coverages:

- Building, Personal Property and Business Income Special Form including Equipment Breakdown
- Commercial Property Basket Limits Endorsement
- Property Enhancement Form (45 coverage enhancements)
- Crime
- Comprehensive General Liability
- GL Enhancement (11 coverage enhancements)
- Blanket AI with completed operations available for commercial contractors
- Data Compromise/Cyber Coverage

- Employee Benefits Liability Coverage
- Employment Practices Liability Coverage
- Contractors Equipment Coverage
- Installation Floaters
- Commercial Auto Coverage
- Auto Enhancement (20 coverage enhancements)
- Umbrella limits to \$10M

Coverage available in all states except New York. Coverage options may be different in the following states: AZ, CA, ID, MT, ND, NV, NM, OR, WA, WY.

SPECIAL FEATURE

UM/UIM Webinar Instant Replay

Several hundred Big "I" members tuned in last week to the Big "I" Professional Liability/Swiss Re Corporate Solutions Agency Risk Management Essentials webinar, **Swerve to Avoid Agency Liability: All About UM/UIM**. Feedback from attendees was positive-we heard from several agents who found the session extremely valuable.

If you missed it, you haven't missed out! You can watch the webinar in your own time. Gather your key staff, pop some popcorn, pull up a chair and take in some knowledge on this hot agency E&O topic. Visit E&O Happens to access a recording.

Big "I" Professional Liability offers these free quarterly risk management webinars as an exclusive Big "I" member benefit. Watch this space for information about the next session, scheduled for June 2018. A wealth of agency risk management information is also available 24/7 to Big "I" members at www.iiaba.net/EOHappens.

Chubb: Beyond Just Affluent Homeowners

Affluentmagazine.com is a web site devoted to "living the good life better than ever." Just a moment spent paging through its articles on spas, luxury hotels, and exclusive golf courses is enough to remind the reader that the very affluent live a very different life than most.

High-net worth clients may also have very different insurance needs. Chubb Masterpiece recognizes this and has a collection of coverages to cover these exposures. Chubb offers:

- VARIOUS DISCOUNTS: discounts are available on ADT for home security and H2O Damage Defense.
- DIRECTORS & OFFICERS COVERAGE - an optional endorsement available for those insureds desiring greater coverage for their involvement in not-for-profit organizations
- EMPLOYMENT PRACTICES LIABILITY COVERAGE
- EQUIPMENT BREAKDOWN
- IDENTITY MANAGEMENT
- HOMESCAN - infrared camera technology to see behind the walls & ceilings of your client's home to uncover minor problems before they become major ones
- FAMILY PROTECTION - coverage for expenses related to stalking, abduction, car-jacking, air rage/road rage, home invasion
 - **NOT** available in Alaska, Hawaii, Kentucky, Montana, Nebraska, New Hampshire, North Dakota, South Dakota, Virginia, West Virginia, Wyoming
- FLOOD - primary & excess through WNC First:
 - Primary flood **NOT** available in Delaware, Maine, North Carolina, Rhode Island; preferred primary rates **NOT** available in Florida
 - Excess flood available in 37 states, including those for which we don't offer primary flood
- PROPERTY MANAGER - a FREE service that provides for the automatic deployment of a Chubb representative to your client's home (**must be a secondary home with wind coverage**) after a hurricane to assess damages.

Available in Alabama, Connecticut, Delaware, District of Columbia, Florida, Georgia, Louisiana, Massachusetts, Maryland, Mississippi, North Carolina, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, South Carolina, Virginia & various coastal TX counties.

- PREFERRED SERVICE PROVIDERS - complimentary referrals to pre-qualified professionals in maintenance, loss mitigation and restoration for your client's homes and valuables
- WILDFIRE DEFENSE - a FREE service that can be helpful before, during & after a wildfire (Areas of Availability)
- SIGNATURE SUITE - an offering of services exclusively for those clients paying \$15,000+ in premium
- GROUP EXCESS COVERAGE - part of a benefits package, companies can offer their employees the advantage of a broad personal excess liability policy, with high limits, at preferred group rates

The Chubb Masterpiece Program is available to registered members in all states except auto in HI, KY, MA, NC, SC and VA as those are being placed in the legacy-ACE system. Additionally, NJ auto and NC home business are being written in the Chubb Non-Masterpiece environment.

Learn more by logging into www.bigimarkets.com and clicking on "**Affluent Program - New Business.**"

WEBINARS

NEW March Lightning Learning

Big "I" Virtual University

Date: Wednesday, March 7, 20, 28

Time: 11:30 - 11:50am EDT

Cost: \$9.99 for all three sessions

Summary:

The Big "I" Virtual University's March Lightning Learning series features three 20-minute sessions dedicated to "property pinging". Even if you can't participate in the live sessions, you will receive a link to the on-demand recordings and can listen at your leisure. Register once to attend the following:

- March 7 - Reviewing the Ridesharing Endorsements
Ridesharing was the insurance industry's first major introduction to the sharing economy. This session reviews ridesharing endorsements and how coverage changes with each.
- March 20 - Reviewing the Home Sharing Endorsements
Airbnb, and other home sharing opportunities, hit the insurance industry about the same time as ridesharing. This session reviews home sharing endorsements.
- March 28 - Understanding the Other "Property Pinging" Exposures
Beyond cars and homes, your insureds are sharing more than you know; this among both personal lines and commercial lines clients? This session illuminates what is being shared and how underwriting might change.

When looking for quick strikes of information on focused topics the VU's monthly Lightning Learning series is there to help. The next extended webinar will focus on Pollution Exclusions and includes a 'seat' to attend live, a link to the on-demand recording, and a written transcript. 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. Eagle Express
2. Social Engineering Fraud Endorsement
3. Cyber Liability Client Declination Form

BIG "I" MARKETS SALE OF THE WEEK

Congratulations to our agent in New Jersey on a Habitational - Condominium sale of **\$21,698** in premium!