



Commercial Umbrella and Excess Liability Products

Larger Claims for Small Businesses

In today's legal climate, businesses face exposures that can quickly exceed a \$1,000,000 primary general liability limit. In many cases, for a minimum premium as low as \$400, we can provide you with the peace of mind afforded by excess liability limits.

- ▶ **Fast Food Restaurant:** The Illinois Supreme Court ruled a fast food restaurant can be held liable for the death of a customer who was eating in the restaurant when a car crashed through a wall and plowed into his table (Marshall v. Burger King).
- ▶ **Contractor:** A three-person flooring company was hired by a general contractor for a condo conversion project. The general contractor did not like the way the floor was laid and asked the artisan to refinish the floor. When the subcontractor completed work for the day, they cleaned up and left the scraps, tools and finishes in the unit. That night there was a fire. It was alleged that the proximate cause of the fire was spontaneous combustion of the sealant left behind by the subcontractor, resulting in a settlement of \$3,500,000+.
- ▶ **Retail Store:** A variety store sold a small propane grill to a customer. The propane tank exploded, burning eight people, some severely. Even though evidence indicated that the customer used the stove in an inappropriate manner by placing a pot that was too large on the burner, the store was held liable for products coverage. The case was settled for \$3,900,000+.
- ▶ **Habitational:** A tenant of an eight-unit apartment building started a fire in his kitchen while cooking. The fire spread to the next unit trapping a child who eventually died from the burns. It was determined that the apartment owner was liable because the smoke detectors were not functioning as the batteries had been removed from the devices. The case resulted in a settlement of \$5,000,000+.
- ▶ **Child Care:** A three-year-old child suffered heat stroke and extensive brain damage after being left in a hot vehicle by employees of a child care center. Within a few months of the incident, the child's medical expenses had already exceeded \$1,000,000 and will cost millions of dollars more in the future, far exceeding the limits provided by the child care's primary policy.
- ▶ **Restaurant:** A mezzanine collapsed during a Christmas party causing injury to multiple attendees. The case resulted in a settlement of \$2,897,000.



Commercial Excess and Umbrella Product

Our Commercial Excess and Umbrella product is designed to protect an insured from catastrophic loss offering limits up to \$5,000,000.

Product Features

- ▶ Available over USLI primary general liability policies or any primary carrier rated B++ or better by A.M. Best
- ▶ Ability to write over commercial auto coverage
- ▶ Ability to write over employer's liability coverage
- ▶ Limits up to \$5,000,000 available
- ▶ Attachment points of \$500,000 for Excess coverage and \$1,000,000 for Umbrella
- ▶ Unsolicited Excess or Umbrella terms are attached to most primary quotes

Why Sell Commercial Excess?

- ▶ Demonstrate a high level of professionalism by addressing potential coverage gaps
- ▶ Protect your errors and omissions
- ▶ Increase your bottom line

Additional Advantages:

- ▶ Competitive minimum premiums:
 - Commercial Excess starting at \$400
 - Commercial Umbrella starting at \$500
- ▶ Admitted in 37 states
- ▶ No self-insured retention
- ▶ A.M. Best rated A++ carrier
- ▶ Quick quote and binder turnaround
- ▶ Policyholders have access to many services through our Business Resource Center that will assist in growing and protecting their businesses





Commercial Umbrella Product

WHY YOU NEED TO PURCHASE OUR COMMERCIAL UMBRELLA PRODUCT

- ▶ Issues are constantly emerging that will create a greater need for protection:
 - Social inflation
 - Scientific advancements
 - Court decisions
 - New links to causes of bodily injury and/or property damage
- ▶ The average jury award for general liability premises operations has risen 10.5% each year since 1994
- ▶ The average jury award for automobile liability has risen 27% each year since 1994
- ▶ The average claim takes seven years to go through investigation, discovery, trial and jury decision
- ▶ A \$250,000 loss today will be worth \$1.2 million in seven years. A \$1 million primary policy will not be sufficient.

The following important features distinguish our products:

COVERAGE FEATURES	OUR GROUP	COMPETITORS' POLICY
A policy that combines follow-form coverage as well as umbrella coverage	✓	?
Follow-form insured status when named insured(s) match underlying	✓	?
Follow-form aggregates – take advantage of combined single limits on the primary	✓	?
Follow-form defense cost trigger	✓	?
No self-insured retention	✓	?
Expanded definition of bodily injury to include sickness or disease caused by mental anguish or emotional distress	✓	?
Ability to include coverage for automobile liability, employer's liability and professional liability	✓	?
Access to all services available via our Business Resource Center	✓	?