

1 Am I Covered for This?

- Understanding Your Insurance Policy

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3 Why do I Need Business Insurance?

- Recognizing and understanding why insurance is important

4 Understanding Coverage Limits

- Aggregate Limit
- Per Occurrence Limit
 - Bodily Injury/Property Damage
 - Products/Completed Operations Limit
 - Personal Injury/Advertising Limit
 - Damage to Rented Premises
 - Medical Expenses

5 What Does my Coverage Cover?

- General Liability
 - A standard insurance policy issued to business organizations to protect them against liability claims for bodily injury (BI) and property damage (PD) arising out of premises, operations, products, and completed operations; and advertising and personal injury (PI) liability

6 What Does my Coverage Cover?

- Commercial Property
 - An insurance policy for businesses and other organizations that insures against damage to their buildings and contents due to a covered cause of loss, such as a fire. The policy may also cover loss of income or increase in expenses that results from the property damage (PD).

7 What Does my Coverage Cover?

- Commercial Auto
 - A commercial auto policy includes auto liability and auto physical damage coverages; other coverages are available by endorsement. Except for auto-related businesses and motor carrier or trucking firms, the commercial auto policy addresses the needs of most commercial entities as respects auto insurance.

8 What Does my Coverage Cover?

- Inland Marine

- This coverage has evolved over time to cover a wide range of property and materials: Property in transit, property in the custody of a bailee, etc. It includes:
 - Equipment floaters
 - Installation floaters
 - And more...

9 **What Does my Coverage Cover?**

- Workers' Compensation
 - An insurance policy that provides coverage for an employer's two key exposures arising out of injuries sustained by employees.
 - Part One covers Work Related Injuries and Illnesses
 - Part Two covers liability arising out of employees' work-related injuries that are a result of the injury or illness.

10 **What Does my Coverage Cover?**

- Crime
- This policy provides protection against the loss of Money and Securities, Employee Dishonesty/Theft, Forgery and Alteration, Disappearance, Destruction, Robbery, Burglary, and more.

11 **What Does my Coverage Cover?**

- Commercial Umbrella
 - The umbrella policy serves three purposes: it provides excess limits when the limits of underlying liability policies are exhausted by the payment of claims; it drops down and picks up where the underlying policy leaves off when the aggregate limit of the underlying policy in question is exhausted by the payment of claims; and it may provide protection against some claims not covered by the underlying policies.

12 **Risk Management**

- Workplace Policies
 - MVR Checks
 - Pre-Employment Physicals
 - Drug Testing

13 **Risk Management**

- Safety Programs and Policies
 - PPE, Inspections, Meetings, Tool Talks, etc.
 - Training and Reporting

14 **Risk Management**

- Return to Work Programs
 - Return to Work programs are generally designed to return an injured, disabled, or temporarily impaired worker to the workplace as soon as medically feasible.
 - There are several reasons this is a good idea but the two most prevalent are:
 - Minimize the cost of Worker's Comp Coverage
 - Retain key employees

15 **Do I Need More Coverage?**

- Regular Review of Policies
 - Quarterly
 - Semi-Annual
- Increasing Existing Coverages
 - Has your business grown?
- Adding New Coverages
 - Crime is on the rise!

16 **Am I Covered for This?**

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