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# Fredricksen Information Source

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## All Answers, All the Time

Welcome back to the Fredricksen Information Source. This month we're happy to try something new by bringing you a newsletter entirely composed of the questions that we regularly hear from you, with answers that you can refer back to whenever you would like.



**Have you seen our website lately?** Our website is constantly adapting and growing in response to our coverages. Take a look today at [www.fredricksenins.com](http://www.fredricksenins.com).

If you would like a printable version of this, or any past issue of "The Source", please visit our archives at [www.fredricksenins.com](http://www.fredricksenins.com). In the meantime, we hope that you find this newsletter to be useful in clearing up any issues or concerns that you might have. Enjoy...

## In This Issue:

Home Sweet Home	2
Accounting Q&A	2
Straight From the Horse's Mouth	3
A Side of Ranch	3
The President's Corner	4
New Contest!	4

### Reading Someone Else's 'Source'?

If you'd like to be added to the e-mailing list for this newsletter, all you need to do is send an e-mail to [billf@fredricksenins.com](mailto:billf@fredricksenins.com). Your address will remain confidential, and will not be used for any other purpose.

## We'd Like Your Input!

Over the next month we will be altering the method of this newsletter's distribution. The two main contenders for the new format are: A high-resolution e-mail that will be as accessible as it is now, but a much larger file (which could cause problems for those on dial-up). Or we are also considering sending out a short message with the newsletter attached in the easily viewed and printed adobe version found on our website. The e-mail would be smaller, and easier to handle, but some e-mail accounts may not accept attachments.

Please let me know which method you would prefer, or if you have any other ideas, by e-mailing me at [billf@fredricksenins.com](mailto:billf@fredricksenins.com). Thanks for the help.

Continuous effort -  
not strength or  
intelligence - is the  
key to unlocking our  
potential.

- Black Elk

# Home Sweet Home

Homeowners Department with Rachel Hindle, Underwriter

## Homeowners FAQ's

### Can we quote a high-value dwelling without other lines of business?

No. In most circumstances, at least 3 lines of business are needed. Writing the dwelling alone is acceptable if the house is still in escrow, in which case the insured would be required to add further lines within 30 days of binding.

### Can we write a Dwelling Fire policy for an Owner Occupied Dwelling?

No. All owner occupied dwellings should be written on an HO3 form.

### Can we write an older home with only a few renovations?

To be eligible for coverage without renovations, the house must be less than 20 years old.



If older, we will require a current

inspection report showing the renovations that the house *does* have and that the house is in good condition.

### Can we quote Actual Cash Value on Homes or Farm dwellings?

No. While ACV could save your clients nominal amounts on their premiums, it would leave them inadequately protected in the event of a loss. As a result, we only quote Replacement Cost Value on all dwellings.

### Can we write a secondary residence?

We write a number of secondary residences with First American and AIG Private Client Group. One standing requirement, however, is that the primary residence be written as well.

## Accounting Q&A

Accounting and Billing with Denise Underwood

### Do you offer a payment plan for agency billed policies?

We offer financing through Equity Premium Acceptance Corp. Collect 25% down & submit your agency check, less your commission payable to Fredricksen Insurance within 20 days of effective date of the policy. Nine monthly payments are billed by Equity Premium directly to insured. Ask for finance agreement if you do not receive one with your quote.



### How can I find out if payment was received for a direct-bill policy?

For Homeowners policies, the direct-bill customer service number for First American Specialty is (888) 474-7500. Great American Choice-Bill can be contacted at (800) 847-4357. For any other questions, e-mail me at [deniseu@fredricksenins.com](mailto:deniseu@fredricksenins.com).

### ***Do you have any questions?***

If there are any questions that you'd like to have answered for your client or in the next newsletter, let us know at [billf@fredricksenins.com](mailto:billf@fredricksenins.com).

## ***Straight From The Horse's Mouth***

### **Livestock & Equine Mortality FAQ's**

#### **What are the main differences between the mortality policies from Great American and American Equine?**

Aside from minor differences in rates, there are basically two major differences between the companies policies:

First, Great American offers a billing option whereas American Equine does not. While Fredricksen Insurance can offer financing options for mortality policies, Great American's Choice-Bill tends to be more cost-effective.

The second significant difference, is that American Equine automatically provides Emergency Colic Surgery for all qualifying horses, whereas Great American will only cover emergency colic surgery if the Major Medical or Surgical endorsements are purchased.

#### **We haven't received our equine mortality policy yet. How long does it take?**

You can generally expect to receive a Great American policy 2-4 weeks after they receive the completed bind order and down payment.

Your American Equine policies will often be sent to you within 2-3 weeks of the initial faxed bind order.

#### **My client's horse had colic surgery last year. The horse is healthy now, but will there be an exclusion? If so, how long before the exclusion can be removed?**

Generally, if the horse had colic surgery that did not require a resection, the mortality exclusion can usually be lifted after a year if there are no reoccurrences. If a resection was necessary, the mortality exclusion will remain in place for the life of the horse.

**Livestock Mortality Department  
with David Hindle, Underwriter**

## ***A Farm/Ranch Q&A***

### ***S i d e o f R a n c h***

#### **What application should I use?**

On our website ([www.fredricksenin.com](http://www.fredricksenin.com)), you will find a state availability page that gives a listing of which carriers would be able to write the risk. On the state's page, click on the type of business that you would like an application for, and it will take you to the application and a brief description.

#### **How do I bind coverage on a quoted risk?**

Simply sign the acceptance page and fax back to our office with an effective date. We will fax you a confirmation and, once the policy is bound, we will mail you an invoice.

#### **Do you offer payment options?**

Yes. We offer financing through Equity Premium Acceptance. A finance agreement should accompany each quote that you receive. If your client chooses to take advantage of the financing, you will need to collect a 25% down payment and forward it to our office as instructed in the quote provided.

#### **Can I issue certificates and binders?**

Yes. Standard accord certificates and binders can be issued from your office with a copy to be sent to Fredricksen. If your certificate holder is asking for anything that may alter the policy, prior approval is required.

**Farm/Ranch Department  
with Lauren Jordan, Underwriter**



# THE PRESIDENT'S CORNER

As we are now about 65 days into the "New" year, many people are just now looking at ways to make 2005 a good year. I'd like to think that by reviewing the products and services offered by this firm and our partner carriers, you'll discover you can make 2005 a great year.

We continue to expand income opportunities throughout our market niches for our producers and their firms. Through aggressive rating and underwriting, a competitive commission structure and a willingness to assist in coverage selection, we can offer your client more than most in our industry.

Being around 19 years provides us with a unique perspective on market trends

and coverage issues. You should use our expertise to your benefit. It's here waiting for your question or inquiry. The risk that may seem different to you, may not quite so odd to us. We haven't seen it all, but we've seen a lot!

So give us a chance on your

next farm, high net-worth client, homeowners or mortality account. You may find that the answer to your inquiry will enable you to provide the protection your client desires—and make some income at the same time! After all—that is a win-win situation isn't it?

## CONTEST!

**Just in case you missed the announcement last month:**

A \$25 gift certificate for Best Buy or Barnes & Noble to any broker for **every** new AIG policy bound in the months of February or March.

There are only a few weeks left, so get involved while you still can. You send us a bind order, we send you a gift certificate, it's as easy as that!



### Good Luck!

Check here next month for more updates and monthly specials.

*Questions or Comments?  
Contact Mark at  
[markf@fredricksenins.com](mailto:markf@fredricksenins.com).*

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Is it just me, or did last month flash by? I guess time flies when you're having fun, right? Well, here' my new quote: *"Sometimes you have to play for a long time to be able to play like yourself."* - Miles Davis



He's not just talkin' jazz.

If you have an idea for the next newsletter, or would like to be removed from the mailing list, let me know at [billf@fredricksenins.com](mailto:billf@fredricksenins.com). Thanks for reading...

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