

# Fredricksen Information Source

Volume I, Issue 14

May 2005

## Hot off the Presses

Welcome back to the *Fredricksen Information Source!* In this issue we've got some great news, both *about* and *from* two of our underwriters.

We also have information about new coverages and guidelines from the Spring Ag Meeting for American Bankers and American Reliable Insurance Companies.

Be sure to take a look at the contest on page 5. As far as our prizes go, this is the easiest one to win yet.

As always, you can get great information on our products, services, and printer-friendly versions of this newsletter on our website at [www.fredricksenins.com](http://www.fredricksenins.com).

Enjoy...



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## Reading someone else's "Source"?

If you received this newsletter indirectly, let us know so that we can add you to the e-mailing list. Send an e-mail to [billf@fredricksenins.com](mailto:billf@fredricksenins.com) and you'll start getting your very own copy of the "Fredricksen Information Source".



We must adjust  
to changing times  
and still hold to  
unchanging  
principles.

- President Jimmy Carter

# Home Sweet Home

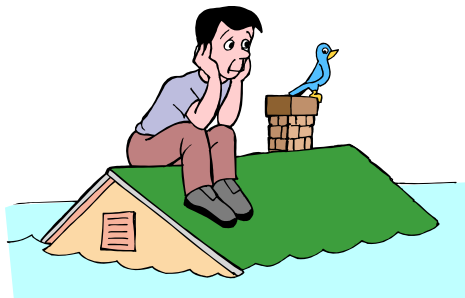
Homeowners Department with Rachel Hindle, Underwriter

## AIGPCG is Bringing Flood Coverage to CA

AIG Private Client Group is taking steps to solve the lack of coverage associated with the gaps between your client's homeowners policy and their National Flood Insurance Program (NFIP) policy. To do this, AIG PCG automatically includes an in-house flood policy with all qualifying homeowners policies in Colorado, Illinois and Massachusetts. Paperwork has been filed with the state to expand this coverage to California as well.

The following are a few details of the AIG PCG flood policy:

- \$250,000 for the house and other permanent structures, \$100,000 for contents.



- Replacement Cost
- No sub-limit for debris or property removal
- Up to \$5,000 for additional living expenses
- Excess Flood available.

These benefits and others are all packaged with the same Concierge-Level Claims Service that makes AIG PCG unique.

As with the other available states, CA homes will be eligible only if they are located in a low-to-moderate risk area (B, C, or X flood zone). AIG PCG can also respond to a single-location flood event unlike the NFIP policy, which requires multiple properties be affected.

As soon as AIG PCG is approved to provide flood coverage in CA, we'll let you know in a special announcement of the [Fredricksen Information Source](#).

Turn to Page 5 for This Month's Contest!

## AIG Unveils Easy Premium Credits

AIG Private Client Group recently released a selection of home and collection features that can lead to better terms, pricing, and premium credits. Some of these cost-effective features include:

- Renovation information (year/items updated)
- Sprinkler systems
- Perimeter fence/Gated Community
- Full-time caretaker
- Temperature monitoring
- Back-up generator
- Specifics regarding collection value, protection, and security
- Copy/Listing of schedule

Many of these discounts can also be applied to non-AIG Private Client Group HO policies. Contact Rachel for more information.

## AIG PCG Quote Bind Form

Effective immediately, a Quote Bind Form will be sent out with every AIG PCG quote. The form will replace the faxed request as your method of binding all Private Client Group policies.

Just email or fax the request to us, and we'll immediately forward it on to the company. If you have any questions about this new procedure, or would like a copy of the new Quote Bind Form, please call Rachel.

*The contest of the month applies to AIG Private Client Group as well as First American policies. See you at the movies.*

# Straight From the Horse's Mouth

Livestock Mortality Department with David Hindle, Underwriter

## Renewal App. Woes?

We all know that a renewal application is a great way to get a fast quote for an insured's horse, but there's one thing that must be understood: The renewal app cannot be signed or dated more than 30 days prior to the effective date. This is primarily due to the fact that quite a bit can happen to the



insured horse outside of those 30 days, and an up-to-date application is required.

If the company receives an application that is signed before the 30 days prior, it will simply be rejected and a new application will be required.

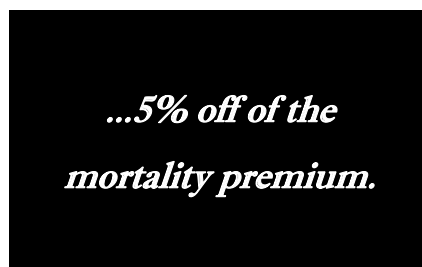
Please note: If there is a claim within the time that the renewal application is sent and the effective date, appropriate exclusions may still be added to the renewal policy.

## Great American Stable Discounts

Great American Insurance Co. now has a mortality discount for their policyholders that insure a collection of horses.

The Stable Discount is available to customers with three or more horses whose total sum insured equals \$200,000 or more. The discount is subject to a loss ratio review and will be considered by the company.

Once the discount request is approved, your client will



receive 5% off of the mortality premium.

Note: The stable discount

is not applied to Major Medical or any other endorsements at this time. The discount must also be requested at the time of application submission to be rated correctly.

For more information on Great American's Stable Discount, or other possible premium credit options, e-mail David at davidh@fredricksenins.com.

## A Few Side Notes:

Just a reminder: Effective April 1, AEIG has changed the mortality rates for many breeds and uses.

If you would like to receive information regarding the changed rates, or a sampling of new rates, contact David at davidh@fredricksenins.com.

### ***We can write dogs too!***

Yes, we can write mortality insurance for your client's K9 at a variety of different uses and values.

So whether you'd like to insure a pair of breeding bassets or a \$75,000 show greyhound, we've got the market for your client.

David has passed the second of three classes toward earning his designation as an Agribusiness and Farm Insurance Specialist (AFIS).

**Congratulations David!**

## Farm/Ranch Department with Lauren Jordan, AFIS

### Stable Times

#### News from Assurant Solutions

Lauree recently attended the Assurant Solutions (ABIC/ARIC) Spring Ag Meeting, and came back with some very exciting new information. The following are some of the larger developments and additions that will be taking place over the next few months:

##### **Already in effect:**

- Jewelry valued \$5,000 or higher must have an appraisal.
  - Enhanced Limits on property TIV from \$3 million to \$5 million (approval from reinsurance required over \$3 million)
  - Enhanced Excess Liability limits to \$5 million over \$500,000 or \$1 million primary.
- No Monoline Excess.
- Excess/Umbrella can be extended over another carrier's Workers Comp Section II Excess Liability.
  - Flood can also be written through the National Flood Insurance Program.

##### **Coming soon:**

- Special Perils on outbuildings.
- ABIC is looking to offer Employers Liability on policies that receive company approval.
- Mobile Homes will soon be offered with Broad Perils.
- Coverage B - other private structures - is being corrected for the state of CA.

For more information on any of these changes and additions, contact Lauren at [laureenj@fredricksenins.com](mailto:laureenj@fredricksenins.com).

Laureen has completed all of her training, and has earned the designation of Agribusiness and Farm Insurance Specialist (AFIS).

**Congratulations Lauren!**

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### New Farm Auto

Another announcement from the Assurant Solutions Spring Ag Meeting was the addition of a new Farm Auto Policy. The policy, which is available in conjunction with their other property and liability packages, will typically cover field to farm and farm to market trucks.

##### **Sample risks include:**

- Farm Semis
- Farm Straight Trucks
- Farm Pickup Trucks

##### **Ineligible Risks Include:**

- Cars, Minivans, and other PPT's
- Youthful Operators
- Accounts requiring PUC, ICC or similar filings
- Accounts with poor experience or poor driving records.

The ABIC/ARIC Farm Auto Policy is also different from the ISO form in that it offers Lay-Up Credit, a Preferred Program, and any policy with at least a \$500 premium is eligible for Schedule Rating.

##### **Submission requirements:**

- ACORD Application
- Current MVR
- Must have loss experience to determine Preferred Rate eligibility
- Name, DOB and Driver's License Number for each driver.
- Supplemental Information for Lay-Up Credit or other specific risks.

As of the meeting, Farm Auto is automated in AR, AZ, CO, ID, IL, IN, MS, MT, OH & WI. Automation is being tested in GA, KY, OR & PA, and filings are pending in CA, IA, MN, TX & WA. For more info on ARIC/ABIC Farm Auto, and to see if it is available in your state of business, contact Lauren.



# THE PRESIDENT'S CORNER

I'm very proud of Lauree Jordan, she's among the very first class to achieve the Agribusiness & Farm Insurance Specialist designation. David Hindle has completed his second step toward his AFIS designation and will complete his classes next year in Sacramento.

I've been wanting to teach the classes again, however, they conflict with an annual community event that raises a considerable amount of money for the area's parks.

Hopefully our commitment to education continues to provide valid proof of our commitment to provide you with informed and knowledgeable staff to work for you and

your clients.

As we move deeper into the year, we will continue to offer contests and bonus commissions to you to show an added benefit of your relationship with FIS.

Congrats to all of this

contest's winners. If you've not yet received a pair of free passes to the movies, bind a homeowners policy, and we'll send them along.

Thanks for Reading.

-Mark

# CONTEST!

Here's the contest for May and June that's sure to have a lot of winners:

For every New Homeowners or New Dwelling Fire policy bound between May 1 and June 31, you will receive **2 free movie tickets.**



**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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Hello everyone. So here's the 14th issue of the newsletter, and I hope everyone is still enjoying it. A quick question: For the people who are new to the newsletter, and might not have seen the past issues, I'm considering re-running some of the more important articles from years past. Any thoughts? Let me know at [billf@fredricksenins.com](mailto:billf@fredricksenins.com).  
Thanks for Reading...



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