

Fredricksen Information Source

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From the President's Desk...



The past month has been one of incredible emotional highs. No, we didn't break any carrier production record, nor did we receive any special awards. Two events have effected this agency greatly. First, in May my son and daughter in law blessed us with a beautiful grandson, our first! Everyone is doing well and Grandma even let's me

hold the boy now and then!

The second event was the arrival of David Hindle's daughter. A bundle of love and we are sure she'll be spoiled as much as required.

I guess the point of sharing both these blessed events with you, is that as we try to go through our day, issues may come up, challenging our perceptions, we should remember that life has a very clever way of reminding us of what is most important. It's not really the work we complete everyday, it's what that work allows us to do and accomplish when we are not here, that truly matters.

Keep refocusing your sights on life's real qualities and the business part of your life will take care of itself too.

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The future comes
one day at a time.

-Dean Gooderham
Acheson

Home Sweet Home

Homeowners Department with Rachel Hindle, Underwriter

New Addition to the AIG PCG Bind Form

In order to optimize the timeliness of their complimentary home inspections, AIG Private Client Group will now request the name and phone number of a contact person for the insured. This person (who can be the insured himself) will be the avenue through which the inspection is scheduled and coordinated.

AIG's experience suggests that this new information may:

- Expedite the inspection and pre-loss documentation process
- Expedite the identification of appropriate rating credits
- Expedite the identification of and corrective steps for potential sources of loss
- Reduce back-and-forth phone call activity between our specialists, your office, and independent vendors

Contact Cindy for more information on the AIG PCG bind process. Thank you for going the extra mile to help us offer a better product.

Attention Arizona Brokers:

Higher Limits for FASIC Dwelling Fire Liability

Due to many of your requests, First American is now offering a \$500,000 liability limit on their Dwelling Fire program. This optional new limit will be available to all new and existing customers effective immediately.

Contact Rachel for more information.

Have you left something out?

For your convenience, the following are some of the most frequent types of missing and/or incomplete data found on AIG PCG's Quote, Policy Issuance and Endorsement submissions.

Homeowners Quotes and Binds

- Construction type
- Renovations - are they partial or complete? If complete, what year was it completed?
- Square footage of dwelling to determine ITV

Excess Liability Quotes and Binds

- Number of pools
- Complete addresses for additional residences
- Watercraft info

Auto Quotes and Binds

- No driver's license numbers or VINs
- Annual mileage or miles one-way if usage is commute

Collections Quotes and Binds

- Schedule or blanket coverage unspecified or incomplete descriptions of item(s)
- Amount requested does not equal scheduled items

Policy Changes/Endorsements

- Policy number and insured's name
- Missing or incorrect VINs or the exact model of a vehicle(s)
- Agreed value/cost new of vehicles, bill of sale on a newly purchased vehicle
- Vehicles' annual mileage, driver assignments or specify if misc. vehicles are registered such as: ATV's, golf carts, dirt bikes, motorcycles, etc.
- LLC and Name of Business - Underwriting need specifics such as intent of LLC, who owns it and is it for profit and the number of employees for the business
- Credits (proof of good student, driver training, Lo jack, etc.)
- Appraisals for collection items over \$250,000
- Incorrect driver license numbers or DOB
- Bill of sale on a newly purchased vehicle
- ID theft requested but no limits given



Straight from the Horse's Mouth

Livestock Mortality Department with David Hindle, Underwriter

Major Medical Highlight—By David Hindle

Two questions that many brokers ask when applying for mortality coverage are “Does my prospective client need medical coverage” and “What company offers the best coverage”. This is not an easy question to answer. With all of the equine markets available it can be a little difficult making the decision for your client.

The first thing that should be taken into consideration is the value of the horse. Most companies offer a medical endorsement that shows a limit of \$7,500. If the horse's value is under \$7,500, however, some companies opt to lower the amount of coverage to the value of the horse, and no more. Other companies offer the



\$7,500 limit at the same premium without the restriction to the value of the horse.

For the few companies that offer a \$10,000 limit there are no value restrictions, but the cost understandably goes up. This endorsement should be considered for most higher-valued horses. Aside from value, other factors that should be taken into consideration include the horse's age and health

history.

Age plays a major factor, as most companies will not offer any medical coverage to horses over 15 years of age. In this case, surgical coverage might be the proper solution.

Horses with major health concerns may not qualify for medical coverage, or may have exclusions for any preexisting conditions. In these situations, a complete vet exam with details of the injury or illness would be required to determine eligibility.

Our underwriting staff has the experience to aid all brokers in finding the package best suited for their clients. All questions are welcome at any time, so don't hesitate to call.

Livestock Mortality's Frequently Asked Questions:

How long will it take for my client to receive their policy?

It usually takes 3-4 weeks for your client to receive the policy from any one of our carriers.

How do I request to bind coverage after receiving a quote?

A simple e-mail or fax requesting coverage to be bound is all that is needed. Original paperwork and down payment (when applicable) is needed within 30 days.



How much is the required down payment for Great American policies?

A 25% down payment is necessary for all new business and renewals on Choice Billing.

If I have questions regarding Choice Billing with Great American, who do I contact?

To contact Great American's in-house billing department, call 800-847-4357.

What is the easiest way to get a quote without completing an application?

Call David and have the following information at hand: The horse's breed, age, use, sex, and value.

**Farm/Ranch Department with Cindy Melcher,
Underwriter and Vice President of Agency Operations**

Stable Times

New ABIC CCC Availability

American Bankers FSL, FO, and SL policies can now add Care, Custody or Control coverage to their policies in the following states:

- Alabama
- Arizona
- Colorado
- Delaware
- Illinois
- Indiana
- Iowa
- Kansas
- Kentucky
- Maine
- Maryland
- Michigan
- Mississippi
- Missouri
- Montana
- Nebraska
- Nevada
- New Hampshire
- New Jersey
- New Mexico
- North Carolina
- North Dakota
- Ohio
- Oklahoma
- Oregon
- Pennsylvania
- Rhode Island
- South Carolina
- South Dakota
- Tennessee
- Utah
- Vermont
- Virginia
- West Virginia
- Wisconsin

These states must also apply a Transportation Extension if over 150 mile radius and/or over 6 trips and/or over 2 horses. The Stand Alone CCC policy will still be available in all other states of business. See the following article for more info on CCC policies.

What is "Care, Custody or Control"?

A horse that your insured was boarding for a client escaped its stall through an unlocked gate, and was injured in the process. When the horse's owner sued, your client lost thousands only because such a risk was not covered by their general liability policy. This vulnerability is all too common, and yet is relatively easy to avoid with a specialized policy called Care, Custody or Control (CCC).

CCC is a liability coverage designed for equine professionals who are responsible for the well-being of horses that they do not own. CCC coverage is an essential addition to the insurance portfolio of a wide variety of equine professionals. Some of the clients that would benefit from a CCC policy include:

- Trainers
- Breeders
- Boarding Facility
- Sales Barns
- Anyone responsible for showing or racing horses

CCC eliminates one of the more critical gaps in an equine professional's general liability policy. In the event of negligence, the policy will pay for damage to horses, including death, as well as any legal fees incurred from any related suit. Limits are generally applied on a per horse and per claim basis. The premium for a Care, Custody or Control policy is primarily determined by the number of horses under the care of your insured: ensuring that the premium will be competitive whether your customer occasionally boards a few horses or operates a large facility.

All of FIS' Farm/Ranch carriers offer a unique CCC policy as an addition to a general liability policy. Rates, applications, and specifications differ with each carrier, call Cindy or Rachel for more details.

