

Fredricksen Insurance Svcs.
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Fredricksen Information Source

Volume 1, Issue 7

October 2004

October News from FIS

Welcome to the newest edition of the Fredricksen Information Source. This is the season for crop growth and harvest as well as business growth and development. This month we are proud to bring you some potentially new information on some preexisting policies in order to give you every opportunity to expand your business and make it more efficient in doing business with us.



As always, you can find a printable version of this newsletter in our archives at www.fredricksenins.com. Enjoy...

Attention All Brokers:

Effective October 30, 2004, the area code for Fredricksen Insurance Services, Inc. has changed from 909 to 951. Any calls dialed with the old area code will no longer be forwarded. Please remember to change the speed dials on your phones and faxes.

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The key to successful leadership today is influence, not authority.

-Kenneth Hartley
Blanchard

On the Home Front

Homeowners Department with Rachel Hindle, Underwriter

Homeowner's Insurance: Not just Property

It is generally accepted that Homeowner's insurance will provide protection for the home and belongings in the event of accident or act of nature. What many don't realize, is that your Homeowners coverage also offers protection to the owner in the event that an accident happens to someone else, and they are found liable.

Liability coverage is automatically quoted with every Homeowners or Dwelling Fire submission.

Liability limits are automatically

set at \$500K. Where lower limits can be insufficient in our litigious society, a \$500K policy increases your client's security.

While we send all Homeowners quotes with \$500,000 liability limits, Dwelling Fire and Condominium quotes are sent with limits of \$300K and \$300K-\$500K respectively.



In addition to standard liability coverage, your client is also protected if someone is injured while working on your property. In this case, both medical and compensatory damages will be reimbursed. Granted, no one expects to be sued, but that is not to say that anyone should be caught unprepared if they are. If you have any questions regarding homeowner's and liability coverage for your client, contact Rachel.

All applications can be found on www.fredricksenins.com.

ATTENTION ALL AGENTS: DWELLING FIRE AND RENTER'S INSURANCE.

In case you haven't heard, we now have Dwelling Fire (DP3) and Renters (HO4) insurance through American Reliable Insurance Co.

While many insurance companies are becoming more restrictive, or are ceasing to write Dwelling Fire all together, ARIC is still offering coverage with only **500 ft brush clearance**.

Renter's insurance provides property/liability coverage for those who are residing in apartments, rented houses and condos. Variable coverage limits and deductibles are available. For more information, contact Rachel.



Interested in Homeowner's coverage outside of CA?

We are currently considering expansion of our Homeowners department beyond CA and AZ. In order to decide which states should be added, we need input from all interested agents.

E-mail requests to Bill at billf@fredricksenins.com, or ask Rachel, our HO underwriter for more information. We can only expand if you show us a demand for the business in your state.

This is yet another way that we are striving to broaden the services that we can provide to you and your clients.

Straight From The Horse's Mouth

Livestock Mortality Department with David Hindle, Underwriter

Have a renewal coming up? Try ICH!

If your client has a mortality renewal coming up within the next few months, you should consider getting a quote with Insurance

Corporation of Hannover, our new mortality carrier.

ICH automatically packages each policy with

insurance corporation of
hannover

free Emergency Colic Surgery coverage, and offers a Guaranteed Extension Clause for only \$25 (For

more information on ICH's Guaranteed Extension Clause, see the September issue at www.fredricksenin.com).

Call David, our mortality underwriter, for a quote, or for more information on ICH's mortality program.

Automatic Coverage on New Purchases

As much as we would like them to, insured's often don't think to call their agent immediately after purchasing a new horse. Luckily, for your customer, most of our mortality carriers offer a free 5-day grace period for the new horse. Coverage provided during the

grace period is the same as the issued mortality policy.

To take advantage of this coverage the horse must be purchased at a public auction and must be healthy at the time of purchase.

Most importantly, the customer must be the owner of

other horses that are insured with the company receiving the claim.

By meeting these requirements, the company assumes that they would insure the horse if it had been well. For more information, contact David.

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.

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.

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.

**Go to Page 5 to see
Next Month's
Contest.**

Farm/Ranch Department with Laureen Jordan, Underwriter

Stable Times

Equine Clubs: Three things you should know.

If you are one of the many agents whose clients are taking advantage of our club policies, there are a few things that you should know about what's covered and what's not.

Full Disclosure of events is necessary. The carrier needs notice of all show/event dates at least 2 weeks in advance. Copies of the certs should be sent to us with any subsequent endorsement requests.

The policy only covers "Club Activities". For clarity purposes, a single representative for the club should be responsible for declaring activity dates.

Non-Equine events need to be approved. In many cases, the non-equine event (such as a dinner-dance or fundraiser) can be covered. However, it must be submitted to the company for acceptability.

If you've noticed, the key to have an effective club policy is good communication with the carrier. For more info, contact any of our underwriters.

A Peak Season **S** Coverage

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Following a harvest, an insured will commonly have a surplus of hay, grain, or other product that exceeds their policy's limits. Paying for higher limits year-round would be significantly more expensive, but a loss after harvest would be devastating without sufficient coverage. This is where a Peak-Season endorsement is indispensable.

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A peak season endorsement can change limits every month. Although limits can be changed mid-year, they are generally specified at the time of renewal. No new exclusions are added with the endorsement, but any previously effective exclusions will remain enforced.

Please contact Laureen, Rachel, or David for more information.

Farm/Ranch Frequently Asked Questions:

Does a Private Horse Owner (PHO) Liability policy cover a "regularly leased" or "time-shared" horse?

The intent of the PHO policy is to cover owned horses for personal use. Depending on the carrier, a leased horse may be covered if the horse is being leased from the owner, is in possession of the lessee for personal use, and the lessee is the insured.

Which application should be used?

Always check state availability prior to choosing an application. Our equine carriers are ARIC, ABIC & GA—non-equine are GA & ARIC. A state availability spreadsheet can be found online at www.fredricksenins.com.

Will Fredricksen's carriers cover liability alone on an owner-occupied farm risk?

No. Fredricksen, due to personal liability concerns, prefers to cover an owner-occupied farm as a package to include the structures along with liability.

Can you write a farm or house with a vicious dog if it is excluded?

No. Whether your client wants an exclusion or not, none of our carriers will write a policy when certain breeds of dog are on the property. Restricted breeds include, but are not limited to: American Staffordshire Terrier, Bull Terrier, Bull Mastiff, Chow, Rottweiler, mixes of certain breeds, or **any animal with a history of biting or viciousness.**



THE PRESIDENT'S CORNER

It is our expressed hope and desire that our website and newsletters will provide the opportunity to have an increased knowledge of this agency's operation and personnel. We have had the good fortune to grow tremendously since 1986, and it is our hope that we will continue to grow by providing unique products and excellent service to our brokers.

Within our website you will find a brief description of many products we offer. We would encourage you to contact the particular product underwriter if you have additional questions with regard to the products being offered.

We have supplied information

If you have any questions that you would like to have answered in the next issue, e-mail Mark at markf@fredricksenins.com.

with regard to some of the requirements that are perhaps unique to this agency. You will find additional information which will ease the submission process and show ways to expedite the quote process.

We welcome your input

regarding additional items that you would like to see in future revisions of this newsletter and our website. We would also ask you to circulate our site address around your office so that all parties who do business with us have an opportunity to benefit from this information.

NEW CONTEST!

Congratulations to the brokers who discovered the joy that comes with going to Best Buy and putting some DVDs on FIS's tab. Miss last month's contest? Don't worry, we've got one for this month that's even better:

A \$50 gift certificate for Best Buy or Barnes & Noble to any CA or AZ broker who binds 5 Dwelling Fire or Renter's Insurance with ARIC throughout the month of September.

Good Luck!



Check here next month for more updates and monthly specials.

Employee Spotlight: Denise Underwood - Accounting

Denise has been with Fredricksen Ins. for 9 years, and is in charge of money matters ranging from billing to accounts receivable. She has an extensive customer service background that is invaluable when answering all of your billing questions.

Just remember to be nice to her: she's the one who sends out the commission checks.



Another month goes by, and it seems like it was even quicker than the last. I guess time really does fly when you're having fun (being really busy doesn't hurt, either).

If you have any topic ideas, or if there's anything I can do to make this newsletter more useful to you and your agency, please let me know at billf@fredricksenins.com. You can also e-mail me if you'd like to be removed from "the list".

Thanks for reading...



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