

INSURANCE MARKETPLACE INC.

Celebrating 42 years in business!

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Spring is here and Palm Sunday and Easter are just around the corner. Even though we didn't have a terrible winter, it seems like it has been a long time since we have see anything green. With all of the rain we've had lately, everything is waking up. The grass is getting green, the early flowers are blooming, and the trees are blooming and budding out. Yea Spring!

IN THIS ISSUE

PERSONAL UMBRELLAS
BOATS
CAR WASHES

QUICK LINKS

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PERSONAL UMBRELLAS



OK, we mention Personal Umbrella insurance a lot in our newsletters, but recently when I was studying for my Continuing Ed requirement, the book on Errors & Omissions talks about offering your clients coverages like Umbrellas and if the client does not want the policy (or any other coverages, limits or deductibles offered) the agent should protect themselves by having a form with the date, coverages offered and declined, and a signed release by the insured in their file. The book specifically mentions offering everyone an Umbrella policy as a preventative measure against a future E & O claim. We offer unsupported Personal Umbrellas with RLI. They are easy to rate from our website and you can generate a quote to give to the client with a copy in your file that it was offered. You can also generate the application to have the client sign and send on to us with your Agency check for issuance.

BOATS

American Modern writes nearly all kinds of boats, even airboats. They write package policies and Liability only policies. They write boats with maximum speed of 60 mph or up to 90 mph for bass or walleye boats, and performance boats 71+ mph on a limited basis. Other boats that are eligible are cruisers, houseboats, hovercraft, pontoons, runabouts, sailboats, ski boat, and sports-fishing. Credits such as prior insurance, ownership, and diesel are available, Liability limits up to \$300/300/300, Medical up to \$25,000, and Hull coverage with deductibles of 1% - 5% with a diminishing deductible offered as well as trailer, boat lift and dinghy coverage. Advantage endorsements can be added to include personal effects, UM/UIM, and towing.



CAR WASHES



Car washes are one of the businesses that we can write in the Service/Retail class with United. This can be for larger operations or self service facilities. You can write the General Liability and Property on the building and equipment. If coverage has been in place for a while, we might even be able to write the Work Comp. We would need applications submitted to quote.

Thanks for reading!

Karen Rooney

Insurance Marketplace Inc.