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School is out in most areas and Memorial Day is past. I hope you had a great long weekend. Sounds like we are starting summer! I'm ready for the ball games, barbecues, farmers markets, celebrations, family get-togethers, and just sitting in the sun. The birds are singing so loud it wakes me up in the mornings, and I love how light it stays in the evenings. Between the hard winter and all the rain in the spring, I know I was getting cabin fever, how about you?



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PRODUCT OF THE MONTH

QUICK LINK

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With summer comes all of those Farmers Markets, City Craft Fairs, and Special Events. At most of those events, there are a lot of booths filled with wonderful products to buy. Many of the sponsors require that those products be hand-made. RLI can write many of the vendors that make their items at home all winter and travel from market to fair selling their handicrafts. You can write someone that sells **hand-made candy, knitted or embroidered items, costume jewelry, ceramics, and personal care** items such as soap. You can also write someone that sells items such as **Avon, Tupperware, or Pampered Chef**, or that sells **personalized books and gifts** such as mugs, a **floral arranger**, or **rubber stamp** or **scrapbook** vendor. You can even write the performers at the events that make it special for the kids like **balloon artists, clowns, magicians, and face painters**. All of these classes are written on the RLI Home Business app that can be found on our website along with the rates.

COMMERCIAL ROOFERS



There are a lot of roofers out there. As long as it is a company that does 100% commercial buildings, we can submit the risk through United Fire. They won't write residential roofing, but if you have a company that has been in existence for a while with a good loss history, we can take a look at it. There is no restriction on height of buildings or on roofing materials. They need to have less than 40% of the gross receipts paid to subs, and we need to have certificates from any subs. We also prefer companies that have the same people on the crews, and we can not offer Work Comp. All we need are Acord apps that are fillable on our website.

JET SKIS AND PERSONAL WATERCRAFT



American Modern Home has written Jet Skis and Personal Watercraft for many years. You can write Liability only or a package policy. There are discounts like **Multi Unit, Claims-Free, and Experience**. Your insured can choose to remove the coverage for Machinery Damage on older units. The optional coverages include **Watersports Liability, Med Pay, Trailer** coverage, **Uninsured Watercraft, Non-Owned Watercraft** for PWC that your client rents or borrows, **Emergency Assistance and Towing, and Personal Effects**. These policies are rated and issued on-line through ModernLink or call me and I'll process them for you!

LICENSE REQUEST

Thank you to all of you that have already sent a copy of your agent license to us! We have received a lot of them, but there are still a lot more that we need to receive. We are updating our records, so please send us a copy of your Agent's (not Agency) license. You can either scan and e-mail it to us, or fax us a readable copy. Please remember that the blue license that the State sends does not fax well. If there are other agents in your office that need to be on record with us, please send their licenses also.

PRODUCT OF THE MONTH

Jet Skis are the product of the month for June. For each **jet ski or personal watercraft** policy that you write through the end of the month that is effective this month, you will receive an **additional \$10**.

Thanks for reading!

Karen Rooney
Insurance Marketplace Inc.