

NO PERSONAL UMBRELLA INSURANCE? IT COULD COST YOU A FORTUNE!

A Preferred Personal Umbrella covering one house and two vehicles often costs less than \$225 in annual premium for \$1,000,000 of additional liability coverage.

Did you know...

The frequency and cost of lawsuits has increased dramatically in the past decade. The following claims are real-life examples of lawsuits filed every day:

The owner of a rental property drastically raised the rent. The tenants claimed that the insured increased the rent to force them out so that the insured's family members could move in. The insured was sued for wrongful eviction. The insured did not have Personal Injury coverage under his rental policy but purchased our Personal Injury buyback endorsement. The claim totaled \$45,000.

A driver made a left turn at a traffic light and hit a motorcyclist. The driver's view of the motorcyclist was obstructed due to another vehicle. The motorcyclist was seriously injured, resulting in damages paid under the driver's umbrella policy totaling \$500,000.

An insured borrowed a relative's boat during a family vacation. While pulling a friend on a tube behind the boat, the insured made too wide of a turn, and the tube crashed into a dock. The friend was seriously injured and required surgery, resulting in a large payment. The relatives did not carry liability insurance on the boat, and the insured did not own a watercraft so they did not have watercraft liability coverage. The Personal Umbrella dropped down to provide coverage for this claim.

Your family and your daily activities result in lawsuit exposures every day. Consider purchasing an Umbrella policy if you:

- ▶ Have assets greater than your insurance liability limits
- ▶ Are financially responsible for children
- ▶ Frequently host guests on your property
- ▶ Have a residence that includes a swimming pool
- ▶ Own watercraft or off-road vehicles
- ▶ Own rental or vacation properties
- ▶ Participate in volunteer activities

Use the worksheet on the back of this page to total your assets and identify your uninsured assets.



How Much Do You Have in Assets?

Assets that are uninsured are, essentially, insured by you and can be included in a large liability settlement. For example, if your total assets are \$1,000,000 and your automobile liability insurance limit is \$250,000, you are left with \$750,000 in uninsured assets!

Assets

CASH:

Checking _____
 Savings _____
 Certificates of Deposit _____
 Life Insurance Cash Value _____
 Other _____

INVESTMENTS:

Mutual Funds _____
 Stocks _____
 Bonds _____
 Treasury Bills _____
 Other _____

PERSONAL:

Home(s) _____
 Car(s) _____
 Art and Collectibles _____
 Jewelry _____
 Furnishings _____
 Other _____

RETIREMENT:

Pension Value Today _____
 Tax-Deferred Accounts _____

FUTURE EARNINGS:

TOTAL ASSETS: _____

Total Assets _____
 Auto Liability Limit _____
 Assets – Auto Liability Limit = _____
 Uninsured Assets _____

Total Assets _____
 Homeowner Liability Limit _____
 Assets – Homeowner Liability Limit = _____
 Uninsured Assets _____

The Personal Umbrella policy represents one of the best values in insurance. Compare the cost and limits of your Auto policy to the cost and limits of a Personal Umbrella policy. You have worked hard to build your assets; isn't the cost of a personal umbrella worth your peace of mind in knowing that your assets are protected?

IF YOU HAVE ELECTED NOT TO PURCHASE PERSONAL UMBRELLA COVERAGE, PLEASE READ AND SIGN BELOW.

I/we acknowledge that our agent has fully explained the potential liability risks of not purchasing a Personal Umbrella Liability policy. I/we understand that purchasing Personal Umbrella Liability insurance can protect against significant monetary loss including cost of defense from liability claims. Our agent has recommended that I/we purchase the coverage and has provided me/us with one or more quotes for this coverage.

Name: _____

Title: _____ Date: _____

Signature: _____

This document does not amend, extend or alter the coverage afforded by the policy. For a complete understanding of any insurance you purchase, you must first read your policy, declaration page and any endorsements and discuss them with your agent. A sample policy is available from your agent. Your actual policy conditions may be amended by endorsement or affected by state laws.

PERSONAL UMBRELLA — PREFERRED AND STANDARD

- Ⓞ Risks with favorable underwriting characteristics
- Ⓞ Operators 23–75 years old
- Ⓞ Up to six violations and/or three accidents per household
- Ⓞ Up to 25 one-to-four-family residential locations



The total number of driving incidents for any one driver may render that driver ineligible.

PRODUCT ADVANTAGES

- ▶ Dollar one coverage for non-owned recreational vehicles and watercraft under 26 feet and under 301 horsepower
- ▶ Dollar one coverage for non-owned automobiles outside the U.S.
- ▶ Definition of bodily injury is expanded to include mental injury, anguish, humiliation and shock
- ▶ No self-insured retention
- ▶ Defense outside the limit
- ▶ Pre- and post-judgment interest coverage
- ▶ Admitted and eligible for Direct Bill in most states
- ▶ Multiple additional insureds can be added at no additional premium
- ▶ Ability to quote and bind on the web
- ▶ Personal injury included if included on primary; buyback option available if excluded on primary
- ▶ Unlimited number of automobiles, recreational vehicles and boats not exceeding 75 feet and 50 mph

AVAILABLE LIMITS

- ▶ Up to \$5 million
- ▶ \$1 million for risks in AL, CA, FL, MS, NH and VT
- ▶ \$1 million for risks in CT and ME with rental locations built prior to 1978
- ▶ \$1 million excess uninsured/underinsured motorist coverage for most risks (\$25,000 included at no charge)
- ▶ \$1 million when the underlying automobile liability limits are \$250,000/\$500,000/\$100,000 or a combined \$300,000 single limit in eligible states for admitted business.

MINIMUM UNDERLYING REQUIREMENTS

- ▶ \$300,000 personal liability or homeowners
- ▶ \$250,000/\$500,000/\$100,000 or a combined \$300,000 single limit for automobiles on most risks in eligible states for admitted business. In most states the required automobile underlying attachment point starts at \$500,000/\$500,000/\$100,000 or a combined \$500,000 single limit.
- ▶ \$250,000/\$500,000/\$100,000 or a combined \$300,000 single limit for automobiles in most states for non-admitted business
- ▶ \$1 million/\$1 million/\$100,000 or a combined \$1 million single limit for automobiles in AZ, GA, MO, MT and WA for admitted business
- ▶ \$500,000/\$500,000/\$100,000 or a combined \$500,000 single limit for automobiles in AZ, GA, MO, MT and WA for non-admitted business



MOST COMMON INELIGIBLE RISK CHARACTERISTICS

- ▶ Risks in the name of a corporation
- ▶ Underlying coverage written on a commercial form (exception is business auto)
- ▶ More than one major violation or DUI in the household
- ▶ Operator over age 22 with a DUI lives in the same household as a youthful operator
- ▶ Primary residence located in AK, LA or WV

NOTE: Ineligible risk characteristics include but are not limited to, those listed above.

BUSINESS RESOURCE CENTER

Provides centralized access to business-solution vendors for all policyholders. Solutions include:

- ▶ Human resources services
- ▶ Pre-employment and tenant screenings
- ▶ Identity theft protection
- ▶ Motor vehicle reports

See bizresourcecenter.com for a full list of available business solutions.

CONTACT YOUR UNDERWRITER FOR MORE INFORMATION AT 888-523-5545 OR VISIT USLI.COM.

This document does not amend, extend or alter the coverage afforded by the policy. For a complete understanding of any insurance you purchase, you must first read your policy, declaration page and any endorsements and discuss them with your agent. A sample policy is available from your agent. Your actual policy conditions may be amended by endorsement or affected by state laws.

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