



COULD YOUR COMMERCIAL CLIENT SURVIVE A LAWSUIT?

Why commercial umbrella coverage is more important than ever.

What do you think your grandparents would've said if you told them that someday, someone would spill coffee on their lap as they pulled away from a fast-food restaurant, and later successfully sue the establishment for damages?

Today, every business faces the reality of a major lawsuit that has the potential to close its doors before a verdict is even reached. In fact, according to SCORE, a nonprofit association dedicated to helping small businesses, 40% of businesses never reopen after a disaster.

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Your client's insurance will most likely protect their company against a minor misfortune, but it may not give them the protection they need to survive a lawsuit—especially with lawsuits occurring at an alarming frequency.

Most business owners know enough to obtain a businessowners policy, which covers property and general liability. But, in the event of an unforeseen accident, the liability limits of that BOP will only provide coverage up to a standard limit. Beyond that, your client will be responsible for paying damages out of pocket.

Not long ago, commercial umbrellas were speciality products for insureds of a larger size or higher hazard. Today, that's just not the case. Commercial umbrella coverage provides more comprehensive protection for your clients against unexpected events that may cause financial ruin, such as that spilled coffee on their customer's ride to work in the morning.

For your client, a commercial umbrella policy could be the difference in keeping their doors open or closing forever.

NEED HELP CONVINCING THEM THAT A COMMERCIAL UMBRELLA IS WORTH THE PREMIUM?



A man suffers burns to 60% of his body when a gas fireplace in an apartment building explodes. Medical and compensatory awards total **\$3 million**. The general liability policy covers \$1.5 million per occurrence, leaving the apartment building with an unfunded liability of \$1.5 million.



In New York, a deliveryman requires surgery and continuing treatments for herniated discs after he slips and falls down the stairs of a restaurant. Plaintiff verdict: **\$1.7 million**.



In Massachusetts, an electrician encounters a live wire at a construction site and suffers traumatic brain injury, allegedly the result of the electrical contractor's negligent work. Plaintiff verdict: **\$2.9 million**.

In the first scenario, if the client had a \$2 million commercial umbrella over their BOP, they would not be forced to take extreme measures to settle the additional \$1.5 million obligation on their own. The same logic applies to the other scenarios as well.

Don't wait until it's too late. Now is the time to determine the risk exposure to your client's business and help make umbrella the new normal in today's litigious society.

Millers Mutual offers Umbrella limits up to \$10 million and premiums start as low as \$400 for \$1 million of coverage.

Ready to get started?

Contact your Millers Mutual underwriter or one of our underwriting leaders:

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About Millers Mutual Insurance

Millers Mutual Insurance, based in Harrisburg, Pennsylvania, is the niche property & casualty insurer that brings stability to multifamily housing. As a carrier that's dedicated to understanding the intricacies of the niche, we believe our singular focus on multifamily housing results in the kind of comprehensive, stable coverage our agents—and their multifamily clients—deserve. We currently serve commercial policyholders in Pennsylvania, Delaware, Maryland, North Carolina, Ohio, Virginia, and Washington, D.C., through a network of independent agents.