Supplement Your Existing Coverage

A commercial umbrella policy provides coverage for liability claims over and above the limits afforded by your existing general liability or businessowners policy. Consider the following example:

A telephone repairman arrives at your office building on a rainy day to make repairs. On his second trip up an interior stairwell, he slips on the slate stairs and falls to the landing. The general manager of your building says he had no warning about water on the stairs. The repairman underwent several knee, back and neck surgeries and now requires a cane. The jury found you 100% responsible, and awarded the plaintiff \$1,600,000 in damages. You have a businessowners policy with \$1 million limits. Fortunately, you also have a \$2 million umbrella policy that will cover \$600,000 of the award.

Source: Based on a case from Jury Verdicts Research, an LRP Publication Company, Horsbam, Pennsylvania.

With a commercial umbrella policy, you are covered if the limits under your primary policy are used up. Your assets, as well as your future earnings, are protected.

Added Features

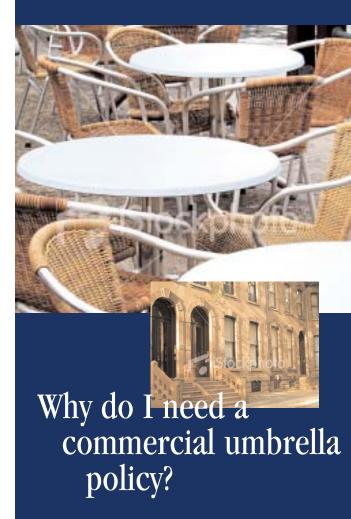
Besides providing increased liability limits, a commercial umbrella policy gives you these additional benefits:

- You are protected against claims that may not be covered by your underlying policies for package, auto liability and watercraft liability.
- You are covered anywhere in the world.
- You are covered for defense costs and attorneys' fees associated with claims against you that are covered by your commercial umbrella policy, but not by your primary policies. These expenses are paid in addition to your policy limit.



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Jury awards and out-of-court settlements routinely run into hundreds of thousands or even millions of dollars. Add to this the cost of legal fees, and the expense becomes staggering. An unexpected catastrophe could result in a large judgment against your company. Without adequate protection, current assets could be placed in serious jeopardy.

A commercial umbrella policy could protect your company against excess liability judgments for loss, injury, or even death caused by negligent acts. It is designed to provide liability protection over and above the insurance policies you currently have.



Expect the unexpected

These events did happen and could happen to you.

• An electrician came into contact with a live wire at a construction site and suffered traumatic brain injury, allegedly the result of the electrical contractor's negligent work.

Settlement: \$2,900,000 (Massachusetts)

 A deliveryman suffered herniated discs requiring surgery and continuing treatment when he slipped and fell down the stairs of the defendant restaurant.

Plaintiff Verdict: \$1,763,000 (New York)

 Ironworker fell 65 feet to his death during the construction of a new building due to negligence on the part of site contractor and subcontractor.

Settlement: \$2,300,000 (Massachusetts)

Woman suffered hand fracture when her hand became trapped in restaurant bench as she attempted to exit her booth.

Plaintiff Verdict: \$1,733,000 (Washington)

 A restaurant waitress was killed in an auto accident due to being intoxicated by alcohol provided by her employer.

Plaintiff Verdict: \$3,776,691 (Massachusetts)

 Due to alleged negligent security, a man was assaulted in the lobby of his apartment building leading to severe head injuries.

Plaintiff Verdict: \$2,300,000 (New York)

A man suffered severe burns as a child when he fell into tub of scalding hot water due to landlord failing to install proper hot water system.

Plaintiff Verdict: \$9,469,609 (New York)

How well protected is your business from paying a large liability loss?

Source: LexisNexis

Why does my company need more insurance?

You may say—"We have auto insurance and general liability coverage. That should be sufficient. Why would we need an umbrella policy?" In today's society, lawsuits are occurring with alarming frequency, and monetary awards can be staggering. Your current insurance will protect your company against a minor misfortune—but it may not give you the needed protection. The cost of an umbrella policy is not a lot compared with the financial impact a potential catastrophic loss could have on your business.

How much insurance is enough?

Not that many years ago, Commercial Umbrella was a specialty product for insureds of larger size or higher hazard. Now companies of all sizes and industries recognize the need for extra protection against liabilities.

To ensure you're protected against the unknown, resetting liability policy limits can be as critical as reallocating invested assets.

You likely have liability coverage—auto, general liability or employers liability. In the event of an accident, these will give your company protection for bodily injury and property damage, or both—but only up to the policy limit. Beyond that, you would be responsible for paying excess amounts for which you are liable.

The amount of umbrella insurance that is right for you depends on a variety of factors. Your type of business, number of employees and amount of assets are all important considerations. Talk with your agent about the umbrella needs of your business so you can decide how much is enough for you.