

SOUTHERN INSURANCE UNDERWRITERS, INC

DYK QTRLY

DID YOU KNOW ? QUARTERLY EDITION

WNTR  2019

COMMERCIAL P&C

PERSONAL PROPERTY

TRANSPORTATION

STANDARD UNDERWRITERS

STUPREM

04

06

08

10

11





DUESEY NEWS



Happy New Year to all! I hope you were able to celebrate the start of 2019 in good spirits with family and friends.

Now that we are a few days into the new year and with the publishing of the First Quarterly edition of the DYK, I thought I would provide a recap of what we have been working on at SIU to make 2019 an even better year for business.

2018 was quite a year for SIU and I am happy to report that although we have seen a lot of change in the marketplace, we have positioned ourselves to provide our producers with better technology, additional carriers, and improved customer service.

Over the past year, we have added over ten additional carriers and have a nonstandard auto market scheduled for spring of 2019. Each of the new carriers reach across several different lines of business and are in direct response to the needs of the marketplace and requests from several of our producers. We have developed some rather unique proprietary programs to include: Professional Lines, Farm & Ranch, Large Inland Marine and a Forestry Program just to highlight a few. These programs, along with the product offerings of our new additional carriers, have propelled SIU into the 'true' program space, allowing us to provide more opportunities to our producing agents.

Within SIU we have also launched new systems that have been carefully implemented throughout the year, thereby allowing us to continually improve our turnaround time to our agents and provide a more streamline backend process. Of course, there is still a lot of work ahead and as we move into this new year, our focus will be on how we can grow together!

As we move into 2019, we will continue to update you on WHAT additional products we can offer as well as HOW the rollout of our new and improved technology will ultimately benefit your agency, and more importantly WHY we are making these changes.

As always, thank you for your partnership and thank you for your business!



CELEBRATING SUCCESS

	COVERAGE	DESCRIPTION	PREMIUM	
PERSONAL PROPERTY	HIGH VALUE HOMEOWNER	\$1,250,000 coverage on home in North Georgia	\$5,495	
	FLOOD	\$60,000 coverage mobile home in Southeast Georgia	\$521	
	HO3	\$222,713 Masonry home in Ocala, FL built in 1981	\$2,458	FL
	DP3	\$340,000 Tenant occupied (2 rentals) with wind/hail	\$3,700	FL
COMMERCIAL PROPERTY	GL, E&O	Security and Patrol	\$14,705	
	GL, PRODUCT LIAB.	Manufacturer	\$48,665	
	PL, GL & EXCESS	Hotel with pool. Property TIV \$9,249,157 including BI w/ EE (\$30,755); General Liability including security/patrol (\$25,083); \$8M Excess (\$10,300)	\$66,138	FL
	EXCESS	Charter School \$10M Excess	\$15,000	FL
	PL & GL	Dwelling & Apartment schedule (\$3.2M)	\$13,801	
	INLAND MARINE	Logging Equipment (Forestry)	\$29,962	
	EMPLOYMENT LIAB.	Fast Food Restaurant	\$11,844	
	UMBRELLA	General Contractor (over GL & AL)	\$2,500	
SUN	PL & GL	Commercial Condominium Association	\$19,000	
	GL & EQUIP.	Commercial Contractor	\$20,041	
	PL, GL & EQUIP.	Hobby Farm	\$2,600	
	PKGE (+ LIQUOR)	Restaurant	\$16,600	
	PL & GL	LRO Strip Mall	\$7,800	
COMMERCIAL TRANSPORTATION	COMMERCIAL AUTO	16 Unit Contract Operation	\$123,105	
	GARAGE LIABILITY	Garage & Towing Operation	\$17,322	
	COMMERCIAL AUTO	7 Unit Non-Emergency Medical Transportation	\$45,160	

Check back next quarter for more success stories
with our independent agents and SIU!

THE COMMERCIAL UPDATE

TREE REMOVAL COVERAGE

With recent storms, many insureds will be asking for Tree Removal coverage. The question always implies Logging and Lumbering and, if that is really what the insured is doing, coverage is available, but may be expensive. More often than not, an easier and more affordable classification would be **Tree Pruning, Dusting, Spraying, Repairing, Trimming or Fumigating (GL Class Code 99777)**.

Most carriers will exclude Logging Operations, which is defined as the harvesting or clearing of timber, including the construction of roads for use. Tree Pruning and Trimming includes removing trees and stumps. The demarcation and the question that needs to be answered is, who owns the tree? If it is a homeowner, Tree Pruning will be the best classification.

Due to the higher hazard of the operation, experience and loss history will be important to the underwriters. New ventures will be harder to place than experienced operators.

Limits of \$1,000,000 per occurrence are common, and an insured will need that if they are going to work for other contractors. **Blanket Additional Insured Endorsements** are necessary, since they will be working for a number of clients in any one day.

Tree Trimmers are likely to have a lot of equipment, so do not forget the **Inland Marine coverage**. From saws and hand tools to large trimmers and even high end cranes, Tree Trimmers cannot function without tools and equipment. Make sure they are protected!

Finally, Tree Trimmers do have a professional exposure. **Arborist Professional** coverage is easily obtained. It may not be required for everyone in this classification, but it should be presented.

This time of year there is always the chance of wintry weather and this classification does include snow and ice removal. Fingers crossed that it is not needed this winter!!

QUESTIONS TO CONSIDER WHEN SELECTING COVERAGE:

Are the tools and equipment satisfactorily covered?

Is professional coverage, Arborist Professional, necessary?

Does the risk best fit Logging and Lumbering or Tree Trimming?

Does the insured need a Blanket Additional Insured Endorsement?

COMMERCIAL QUARTERLY FOCUS

CAN'T SEE THE FOREST FOR THE TREES?

SIU NEW FOREST PRODUCT OFFERINGS



SIU has built a forestry vertical program that allows the agent to manage most of their wood related risks. Within the program, SIU can now offer:

- Workers' Compensation
- General Liability
- Property
- Inland Marine Equipment
- Automobile Liability (Physical Damage and Umbrella/Excess coverages)

for a wide variety of wood harvesting, saw mill and wood manufacturing risks.

James Swing, Forestry Products Practice Leader, joined SIU in 2017 and is responsible for developing the Forest Products Program. James attended the University of Tennessee-Nashville and Nashville Tech where he studied Insurance and Business Law and obtained his CPCU, AU, ARM, ARe and AINS designations. James has significant experience in Property & Casualty underwriting, underwriting management and program development and implementation in areas such as Energy (coal mining), Sports/Leisure/Entertainment and Forest Products.

For additional information contact:

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Forest Products Practice Leader

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PERSONAL PROPERTY UPDATE

LONG TERM GAINS FOR SHORT TERM PROPERTY RENTALS



The new Dwelling Programs at SIU offer very competitive rates and broad coverages to ensure higher hit ratios for you. Policy documents can be sent electronically within minutes. Call or email a SIU underwriter today for a quote!

CLASSES

- ✓ Rental Dwellings
- ✓ Airbnb & VRBO Eligible
- ✓ Vacant Dwellings
- ✓ Chalets, Mountain Homes
- ✓ Lake Homes
- ✓ Bed & Breakfast Inns

FEATURES

- ✓ High Valued Dwellings
- ✓ GL - up to \$1 million
- ✓ Loss of rents/business income available
- ✓ Older properties up to 150 years old
- ✓ Protection classes 9 & 10 acceptable
- ✓ True log acceptable
- ✓ Scheduled locations on one policy
- ✓ Variety of ownership types welcome: Corporations, Estates, Individuals and LLC

ADVANTAGES

- ✓ Available in 48 states
- ✓ Competitive rates
- ✓ Quick turnaround for quotes
- ✓ A++ rating from A.M. Best

**CONTACT A
PERSONAL
PROPERTY
UNDERWRITER
FOR MORE
INFORMATION!**

SET THE RECORD STRAIGHT



NEW YEAR, NEW E&O



As the calendar year changes, please make sure that SIU has your current in-force E&O declaration page on file! Send your E&O to marketing@siuins.com and the Marketing team will update your account!

REAL TIME, REAL RESULTS: **SIURATE**

WWW.SIUINS.COM



Over 220
classes of
business



Multiple
carriers



Quote
24/7



Quick
and easy
navigation!



TRANSPORTATION MARKETS

OCCUPATIONAL ACCIDENTS

What is Occupational Accident coverage?

Occupational Accident insurance is designed to protect independent contractors and owner-operators who suffer an on-the-job accident. Independent contractors are not technically employees and therefore a company is not legally obligated to pay for medical, disability, death or dismemberment benefits as they would for a hired employee.

Occupational Accident coverage is an inexpensive alternative to workers compensation coverage. SIU offers two very competitive plans with the ability to select limits. Included in the plan are coverages for:

- ✓ Accidental Medical Expenses
- ✓ Temporary Total Disability Benefits
- ✓ Continuous Total Disability Benefits
- ✓ Accidental Death & Dismemberment Benefits
- ✓ Paralysis Benefits

The Commercial Transportation underwriting team can answer any questions regarding coverage and eligibility requirements.

Contact a Transportation Underwriter for more information!





OUTSIDE OF THE OFFICE



Siuprem was the presenting sponsor for the 4th year of the ACS Making Strides Walk at SunTrust Park!



Halloween 2018!



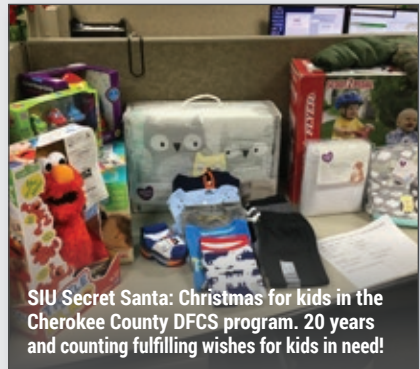
SIU 5th Annual Tailgate Party!



Delivering hurricane relief donations.



Christmas fun with Santa Tripp!



SIU Secret Santa: Christmas for kids in the Cherokee County DFCS program. 20 years and counting fulfilling wishes for kids in need!



THE SUN UPDATE

ASK AN UNDERWRITER: ON THE FARM EDITION

SUN UNDERWRITERS ANSWER AGENTS FREQUENTLY ASKED QUESTIONS REGARDING THE ADMITTED FARM & RANCH COVERAGE

What is covered through the SUN Admitted Farm and Ranch program?

- Traditional farms (*hobby farms, row crops, vegetable/fruit growers, fruit orchards and tree nuts, cattle farms, dairy operations*)
- Equine
- Wineries & Vineyards.

Farm and Ranch package, Automobile, Excess and Commercial Package are all available.

Farm and Ranch coverage... doesn't that only apply to large farms?

No! When agents and insureds hear "Farm and Ranch" they automatically assume it only applies to large revenue producing farming operations. While the coverage through SUN does cover large traditional farms, SUN writes a lot of "Hobby Farms" or "Gentleman Farms".

What is a Hobby Farm?

An example of a Hobby Farm: The couple down the street that has a house

with a barn, horse and some chickens running around! They don't make any revenue off the farm, but they may have livestock or farm equipment or a barn.

What are the current market conditions?

Agents and insureds are definitely experiencing a market interruption in farm and ranch coverages. Many agents are already receiving non renewals or increased renewal premiums. The premiums from the SUN admitted market is highly competitive in the market place.

How can I get a quote?

Applications and supplements can be found online at siuins.com! Submit the application to a SUN Underwriters to receive a quick and competitive quote!

Contact a SUN Underwriter for more information!

LEARN MORE ONLINE AT WWW.SIUINS.COM

JOIN THE FIGHT!



THANK YOU IACURE NETWORK!

7 AMAZING THINGS YOUR PARTICIPATION IN THE AGENCY CHALLENGE MADE POSSIBLE

1

RAISED OVER \$70,000 FOR BREAST CANCER AWARENESS AND RESEARCH IN 2018!

2

TURNED \$5 INTO A DONATION OF OVER \$500,000 IN 8 YEARS

3

4TH YEAR SPONSORING A WALK EVENT THAT ATTRACTS OVER 16,000 PARTICIPANTS AND RAISES OVER 1 MILLION DOLLARS FOR BREAST CANCER AWARENESS AND RESEARCH ANNUALLY

PROVIDED FUNDING FOR THE FOLLOWING:

4

GROUND BREAKING RESEARCH TO BETTER UNDERSTAND, PREVENT, FIND, AND TREAT ALL CANCERS

5

FREE COMPREHENSIVE PROGRAMS AND SUPPORT TO PATIENTS, SURVIVORS, AND CAREGIVERS

6

PROGRAMS TO HELP PEOPLE TAKE STEPS TO REDUCE THEIR RISK OF BREAST CANCER OR FIND IT EARLY, WHEN IT IS MOST TREATABLE.

7

ACCESS TO CARE, INCLUDING REMOVING BARRIERS TO TREATMENT THROUGH TRANSPORTATION AND LODGING.

TOGETHER WE ARE MAKING A DIFFERENCE!

Siuprem
INC®

INDEPENDENT INSURANCE
AGENTS FOR A CURE
POWERED BY SIUPREM



MAKING STRIDES
Against Breast Cancer®



SOUTHERN INSURANCE UNDERWRITERS, INC.

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**YOUR QUARTERLY RESOURCE FOR
SIU NEWS & UPDATES!**

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