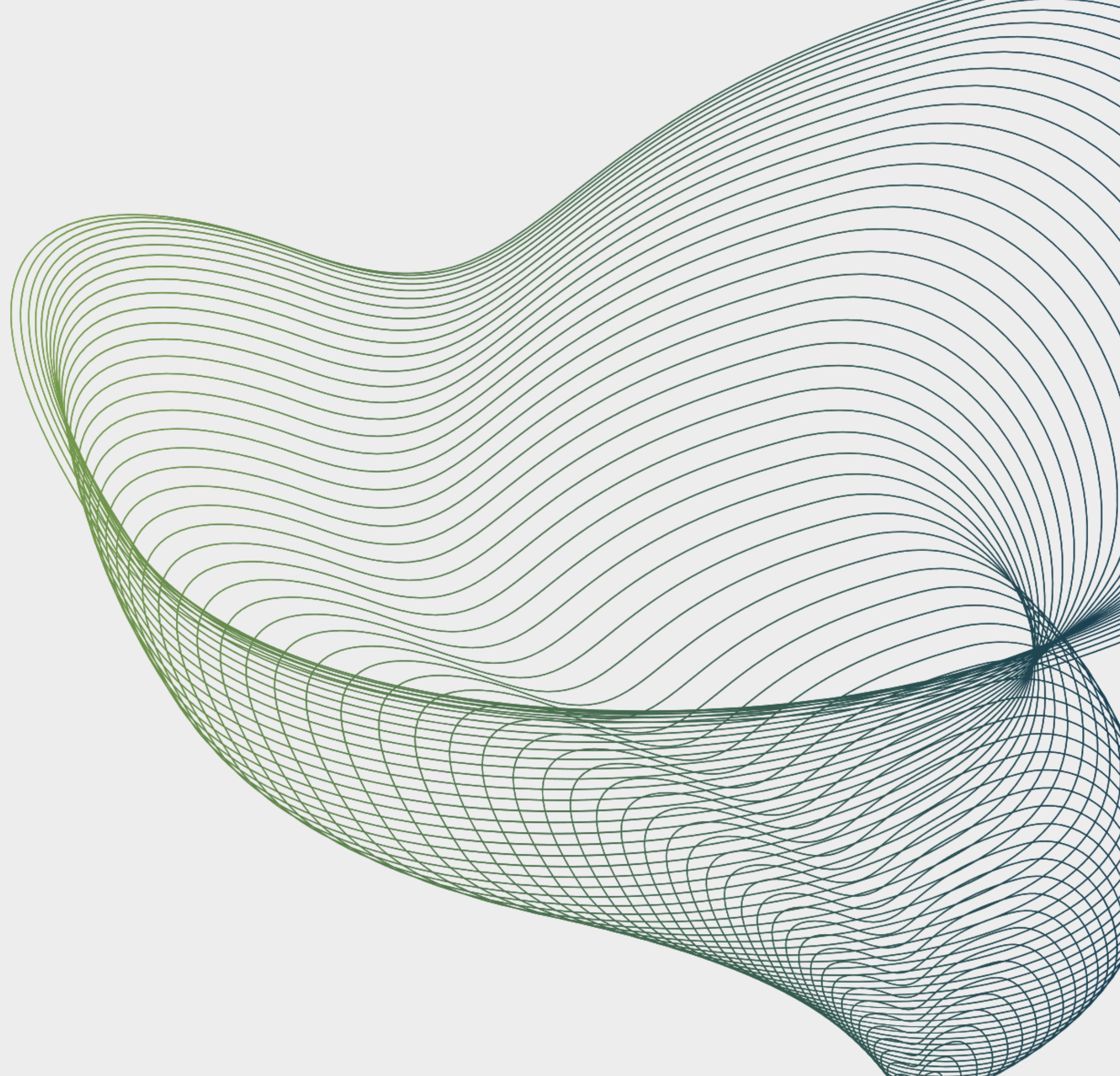


State of the Personal Insurance Market



Our Team



Lanie
Raphael



Erika
Marino




Brandon
Newlands

- Lanie heads our personal and business insurance departments as the Practice Leader.
- Erika is responsible for providing advice to clients regarding personal insurance to protect their personal assets such as homes, automobiles, and collections.
- Brandon is responsible for leading our Claims Advocacy practice and supporting clients in the event of a claim or complex coverage issue, and opining on current litigation and regulatory trends impacting our clients.

Agenda



- Cyber Insurance is a Must Have
 - Why Homeowner & Auto Premiums Keep Rising
 - Unique Markets with Unique Risks
 - Emerging Factors in Umbrella Premiums
 - Common Insurance Themes
- 

Cyber Insurance - A Must Have

Cyber insurance is becoming a must have rather than a nice to have

- Coverage for you and your family's online activities
- Ransom attacks for personal information/photos - most common occurrence
- Key coverage is Social Engineering
- May be offered via a homeowner policy or as a separate policy

Why Homeowner & Auto Premiums Keep Rising

Premiums continue to climb for homeowner & auto

- Inflation driving up the cost of materials & labor; residual impact of supply chain issues
- Cost of reinsurance up 40-50% last year
- Climate impact, increased frequency of catastrophic losses (Hail, Wind, Hurricanes, severe rain)
- Insurance companies costs passed on through increased premiums for all, even for claim-free clients

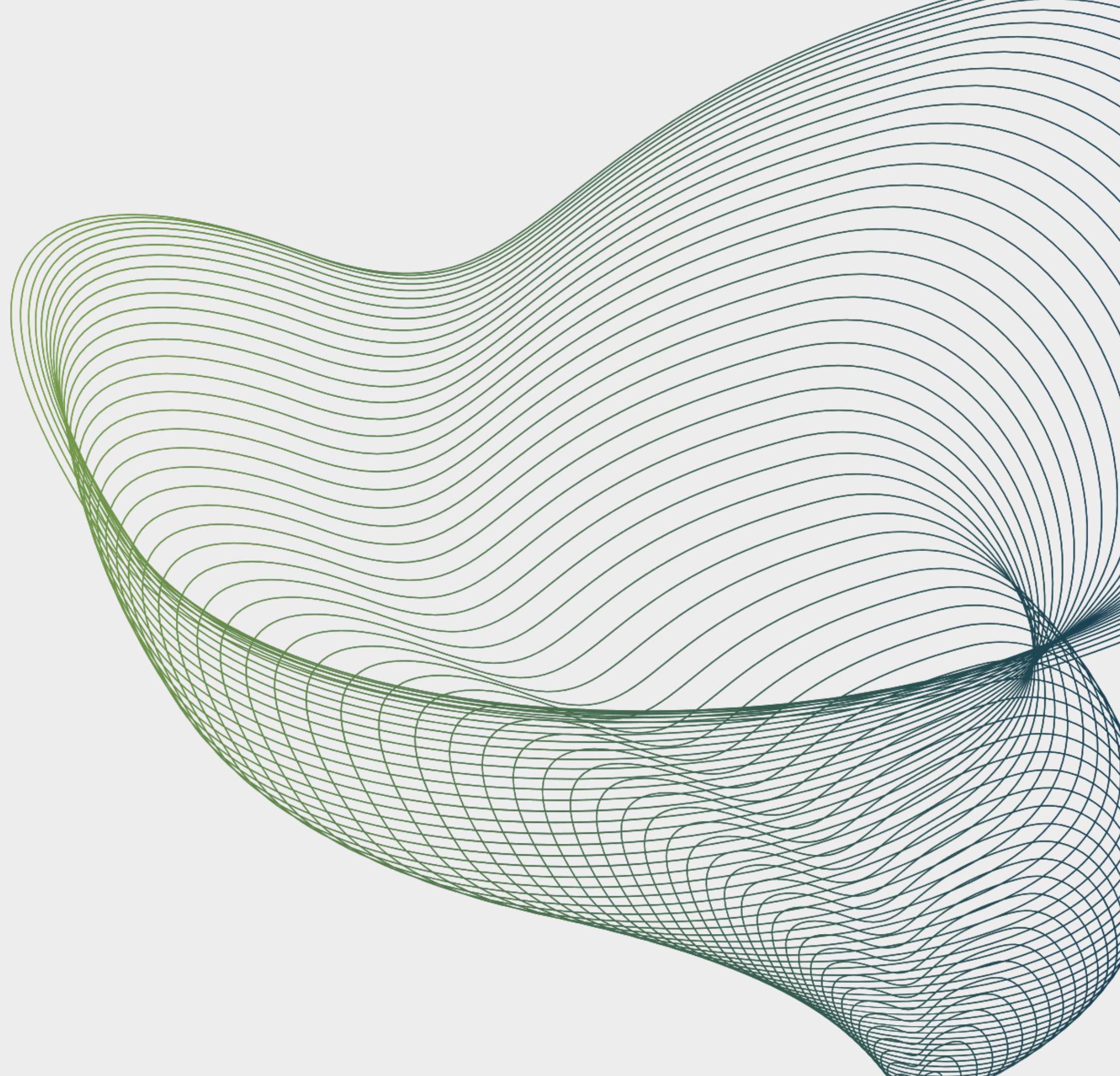
Emerging Factors with Umbrella Premiums

- The incidence of personal lawsuits is increasing, along with the size of the judgements driven by the concept of **social inflation**.
- “Nuclear verdicts” to punish business and highly successful individuals
- \$5million is the new \$1million

Unique Markets with Unique Risks

- **Florida – Tax haven with an insurance challenge**
 - Premiums can easily be tenfold for a FL Homeowner policy
 - Number of insurers is very limited
 - Why?
 - Catastrophic exposure/cost and availability of reinsurance
 - Extremely litigious environment (9% of all Home claims but 79% of insurance lawsuits)
 - March 2023 legislative changes should improve results over time
- **California & Western States – beautiful landscapes with wildfire risks**
 - CA 2022– 66,255 wildfires burned more 7.5 million acres
 - (National Centers for Environmental Information)

Common Insurance Themes



Our Partners

We work with insurance carriers that understand the nuances of protecting high-quality homes with unique or custom features, as well as collectible cars, fine art, jewelry, and other high-value assets.



Private Client
group



Homeowners Insurance

- Inaccurate coverage limits - too high or too low
- No cyber insurance
- Low water backup limits
- No flood coverage
- Lack of deductible waiver



Personal Auto Insurance

- No agreed value
- Low liability limits - deductible gap
- No roadside assistance
- Low rental limits
- Companies that don't use OEM parts



Excess Liability/ Personal Umbrella Insurance

- No umbrella and/or uninsured motorists coverage
- Insufficient defense counsel provided by carrier
- No coverage for participation on nonprofit boards
- No coverage for household employees



Valuable Articles Insurance

- No separate policy in place
- Outdated schedules and values
- No appraisals for large items
- Coverage lacking for wine, or other non-traditional assets
- Lack of guidance and advice in this area



Watercraft Insurance

- Policies with different insurance companies
- Inconsistent effective dates
- Underlying liability limits too low
- Watercraft not listed on umbrella policies
- Low towing limits



The Role of an Independent Insurance Advisor

- Holistic risks management strategy for the individual/family – balance price & coverage
- Ability to shop markets in a quickly evolving insurance markets (vs. captive agents or online purchasing)
- Risk management tactics to reduce the likeliness of loss (i.e. automatic water shut-off devices)
- Advocate at time of loss

Next Steps

- Schedule a call w/ Erika to discuss objectives
- Gather current policy documents
- Provide personal data
- Review applicable credits
- Evaluate options

Contact Us

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