

# Protect What Matters Most

A personal needs assessment from HUB International Personal Insurance



You have worked hard for the success of your client's financial security. Have you been as careful in helping them select the insurance that protects them? Our personal needs assessment can help you evaluate the strength of your client's current personal insurance program.

## ASK YOUR CLIENTS:

### Home

- If your home was totally destroyed, would your insurer rebuild it regardless of cost?
- Will your insurer offer you a cash settlement on your home following a total loss or do you have to rebuild to get paid?
- If personal property is stolen or damaged, will you be paid replacement cost or depreciated value?
- Are you covered for full back-up of sewers and drains?
- Are you covered for flood or earthquake?
- Has your agent offered various deductibles and the estimated savings for these options?
- Does the amount of coverage on your home reflect its true replacement value?
- Is your homeowner's policy the broadest contract available? (NC HE-7/HE-21)
- Does your policy cover Identity Theft and Personal Injury?

### Personal Excess Liability

- These scenarios may present an increased liability exposure. Do any of them apply to you?
  - You or a family member conducts a business from your home.
  - You or a family member are an officer or member of the board for a non-profit organization.
  - You own a pool or trampoline.
  - You own a seasonal or secondary home or condominium.
- Do you currently have an excess liability policy? If so, does your limit of liability reflect or exceed your total net worth?
- Does your excess liability policy include excess uninsured and underinsured motorists coverage?
- Do your primary policies have adequate underlying limits of liability as required by your excess liability contract?

### Automobile

- Do you know what you will be paid if your car is totaled in a covered loss? Does your automobile policy provide repair or replacement cost?
- How much coverage do you have if you're involved in an accident with a driver who has little or no insurance?
- If you cause an accident, how much liability coverage do you have? How much is enough?
- Does your automobile policy provide coverage in the event of an accident whereby your insured vehicle cannot be driven and a rental car becomes necessary? Does it also cover towing and labor costs?
- Does your insurer pay for your choice of repair shop and original equipment manufacturer's parts?
- Has your agent explained the importance of Medical Payments coverage?
- Do you use your automobile for business or do you operate a furnished vehicle?

### Valuable Possessions

- How much coverage does your homeowner policy provide for theft, losing or mysterious disappearance of jewelry and other valuable possessions?
- Are you relying on your homeowner policy alone for coverage for your valuable possessions and are you aware that it offers limited coverage?
- How will your insurer compensate you in the event of a covered loss to a valuable item? Would replacement cost or “agreed value” apply?
- Will you be required to replace a valuable item in order to receive settlement?

### Collection & Collectibles

- Do you collect any of the following? Do you have special insurance coverage for these valuable items?
  - Jewelry
  - Fine art
  - Antiques
  - Silver
  - Fine rugs
  - Wine
  - Furs
  - Coins
  - Musical Instruments
  - Stamps
  - Sports Memorabilia
  - Other valuable items

### Watercraft or Recreational Vehicles

- Do you own watercraft or recreational vehicles (ATV, golf carts, etc.)?
- Do you have an adequate amount of primary and excess liability protection? How much is enough?
- What are the navigational limits under your watercraft policy?
- What is the limit of uninsured boaters on you watercraft policy?

For a personal consultation, please contact

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