

10 ITEMS TO CONSIDER BEFORE YOUR BUSINESS INSURANCE COVERAGE RENEWS



Start reviewing these items with your agent 90 days prior to your policy renewal date:

- 1** What is the A.M. Best rating for your current carrier, and does that carrier have expertise in providing commercial insurance? CNA has been a leader in providing business insurance coverage for more than 100 years and has an "A" rating for financial strength from A.M. Best. As one of the most trusted names in commercial insurance, CNA provides protection to more than one million businesses and professionals in the U.S. and internationally.
- 2** Who knows and supports your industry? CNA has the endorsement from some of the nation's leading trade and professional associations as the preferred property and casualty insurance provider for their members. Through these professional relationships, CNA has been able to develop industry-specific products, services and safety programs that respond to the particular needs of the customers we serve.
- 3** Request your company "loss runs" from your agent and review to confirm claim entries are correct and up-to-date. Be sure that any conditions that caused claims have been addressed, and solutions are provided to the carrier for their underwriting consideration.
- 4** Discuss any new business acquisitions or operations your company has made since last renewal – to ensure you are covered for any additional loss exposures that may require special coverage arrangements.
- 5** If your insurance carrier performed a risk control (operations) survey of your company's operations and issued formal safety or loss prevention "recommendations," be sure you have addressed these issues and document your compliance.
- 6** Do you anticipate any upcoming joint ventures, partnerships or LLCs? Do you or your employees plan to travel outside the U.S. for business? Are you selling products online? If so, it is critical to discuss this with your insurance agent, so that coverage can be properly arranged.
- 7** Do you need a General Liability Extension (or Enhancement) Endorsement? CNA's optional GLEE endorsement provides a number of important coverage enhancement options including expanded coverage for legal liability, newly formed or acquired organizations, patterns, molds and dies in your care, additional insured vendors, and more.
- 8** Do you rely on networks, computers and electronic data to conduct business? Do you handle or store sensitive customer data? Traditional coverage forms – including Property, GL, Crime and E&O – typically fall short of covering the information and network security risks of modern business operations. CNA's NetProtect® product sets the industry standard for network security, content and privacy liability protection.
- 9** Check with your agent to ensure there are no gaps in coverage between the General Liability and Business Auto coverage parts, particularly as it applies to your company's mobile equipment. To reduce the possibility of gaps in coverage, it is highly recommended that the GL and Auto policies be written by the same carrier.
- 10** Do you have 'skin in the game?' If you believe in your management and safety programs, then accepting higher deductibles or retentions could yield premium savings.

For more information, contact your independent insurance agent or visit www.cna.com.