

Commercial Exposure Questionnaire

Name: _____

Policy #: _____

Please check the appropriate box if you answer yes to any of the following questions. Many of these items require special treatment in order to be covered. Please feel free to contact us at any time if you have questions on any of these items so that we may discuss your options.

- Does your current insurance program provide coverage for theft, misuse or compromise of your or your or your client's data?
- In your business, do you offer advice, sell plans, consult or disseminate information separate and distinct from the product (if any) that you might sell?
- Do you conduct business transactions over the internet that result in the exchange of money and/or the release of confidential information?
- Do you have a website where in you post information that advertises your product or service espousing its merits and capabilities?
- Standard policy forms exclude the perils of flood and earthquake. We would be pleased to provide a quote on this exposure subject to some additional underwriting information.
- Insurer statistics have shown that companies are consistently unable to continue in business after damage caused by a catastrophic property loss due to their inability to pay themselves their net profit and continuing ongoing exposures during a shutdown. Protection for that exposure can and should be provided by a **Business Interruption Policy**.
- Is your property in compliance with municipal and state building codes? If not you may be improperly protected at the time of a loss.
- Do you ship or receive goods on a "released value bill of lading"? If so, your recovery in the event of a loss is confined to \$.50/lb of goods shipped. **Transit Insurance** can be purchased on an annual basis to provide that peace of mind so as to avoid the annoyance of having to scrutinize every bill of sale for coverage.
- What would it cost to pay for the services of an independent contractor to reconstruct you valuable records in the event of a loss? A **Valuable Papers and Records Policy** can be implemented to cover just those unanticipated exposures.
- Do you know what the ERISA law requires of your business?
- Does your legal responsibility as an employer stop when you transfer the management of the company's 401K plan to a third party administrator? The exposure to your company may be diminished but your responsibility is not and the company needs to be protected by a **Fiduciary Liability Policy** if only to cover legal expenses in the event of a suit.
- Most General Liability Policies specifically exclude coverage for "wrongful termination" or "sexual harassment"? If yours does as well we would recommend an **Employment Practices Liability Policy** to cover suits brought against you company for wither or both of these exposures.

This questionnaire is not intended to address all insurable exposures but rather is designed to serve as a basis for the insured to inquire about other possible insurable interests.

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- Whether your company is privately or publicly held negligent mismanagement causing loss in value of or loss in value to the company itself can open up grounds for suit against the firm's directors/officers exposing their personal assets. A **Directors & Officers Policy** should be explored no matter how remote the exposure may seem. A suit can be brought either from an internal source as an employee or an external service from a municipal or state regulatory authority.
- Do you have **Non Owned Auto & Hired Car Physical** damage coverage on your commercial auto policy? If not, you cannot rent a car in the company's name while on business and expect to have your policy's Comprehensive and Collision coverage float its protection to the rented vehicle.
- Would your current policy provide protection against a disgruntled employee or third party who threatened to share or destroy confidential data unless compensated in return for their attempted extortion? A **Kidnap/Ransom Policy** would provide protection in most cases in this area.

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