

# On Property Newsletter

Fall 2010



[Dick Tutwiler](#)

*"It's apparent that the Florida Legislature feels the surplus lines insurance scheme is necessary and valuable to our economy, but also carries the unintended consequences that one policyholder will be treated differently than their neighbor."*

## Excess & Surplus Lines Insurance...Know the Difference

*The following is an excerpt from a presentation by Dick Tutwiler at the 2010 First Party Claims Conference in Providence, RI.*

The origin of the surplus lines market goes back to the 1800's when brokers around the world, unable to cover businesses went to British insurers for their unique coverage requirements. Surplus lines insurance provides coverage for risks that do not meet established goals set by admitted carriers or are deemed uninsurable. The risks may be too big, too unusual or of a substandard nature that standard carriers refuse to accept the exposure. As a result, surplus lines policies are priced much higher than "admitted" carriers to reflect this risk....[more](#)

## Featured Claim

### Hurricane Damages Duplex Community

Hurricane Gustav made landfall near Cocodrie, LA on September 1, 2008 as a Category 2 hurricane. In her path was a community of apartment buildings located in Baton Rouge, Louisiana. Most of the buildings' roofs were damaged allowing water inside the interiors causing major damage to interior finishing as well as tenants personal property. The property owner, the CEO of an international corporation headquartered in Owensboro, Kentucky initially attempted to settle



*[Keith Grams](#) of the Tutwiler team was brought in as the*

the loss in-house....[more](#)

*lead adjuster.*



*"Don't depend on others to keep your business records."*

## **Business Interruption Claims**

### **Documentation is the Key**

**Leonard E Miller, C. P. A., Vitale & Miller, P. A., Hollywood, FL**

**I**f you own a business, you should check with your agent to confirm you have business interruption insurance. Business interruption insurance is designed to replace lost revenues due to a covered loss and thus your claim with proper documentation should provide you with the net profits you would have earned if not for the disaster that your business incurred. Your policy may also cover extra expenses related to mitigating the damages or other expenses that you may incur if you have to temporarily relocate your business....[more](#)

## **Tutwiler Insurance Tips**

**T**he best time to protect yourself from frustrating claim situations is before you experience a loss. Tutwiler & Associates offers a comprehensive pre-loss service and first response guarantee for those properties that require professional assistance. As always, we are available to answer any policy questions you may have.



### **Pre-Loss:**

1. Review your insurance policy and its coverages in order to understand what is and, more importantly, what isn't covered. All insurance policies have exclusions and limitations and it's best to know what they are prior to a loss.

2. Evaluate the general condition of your property. Make repairs that might prevent future losses. Roofs should be checked annually for leaks....[more tips](#)

*Updating and documenting the condition of your property can prevent major post-loss delays. Now is the time to do a check-up on your insurance coverage.*

### **Post-Loss**

1. Never take NO as a final answer.

2. Get EVERYTHING in writing if you are not satisfied. Just as insurance adjusters are required to do in their files, an insured should keep detailed notes of who said what and when. In telephone calls or a personal meeting with the adjuster or others sent out to the loss by the insurance company, memorialize the conversation with a summary including date and time and the person who said what. This is most critical in large losses or Cat events as you may have multiple parties involved. If one adjuster starts out on the loss and another is assigned due to the first being rotated out, you need to document any conversations or promises made....[more tips](#)

[www.publicadjuster.com](http://www.publicadjuster.com)

**Remember be prepared. Always be prepared.**



## **Fall Speaking Engagements**

**Oct. 2010** First Party Insurance Conference

Rhode Island –*Topic: Surplus Lines*

**Oct. 2010** CAI Condominium Seminar

Tampa, FL –*Topic: Water Loss*

**Jan. 2011** Windstorm Insurance Network Annual Conference

Houston Texas –*Topic: Adjuster Safety-Life, Health, and Safety Issues Field Personnel  
Encounter in the Hazardous Duty Environment Following a Catastrophic Event*