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The insured is a private school. The agent annually provided a limit of BI/EE (\$250,000, then \$350,000), and offered higher limits, which the insured rejected (with documentation). Because of Katrina, the school suffered a \$3,000,000 BI/EE loss. They hired an "expert witness" to testify that the agent should have used a BI/EE worksheet. The agent's point was that since they would not even buy more than \$350,000 when offered higher limits, what did it matter?!

The bottom line: The agent was held liable for failing to discuss the BI worksheet with the insured (assuming there was one), but the BI/EE worksheet would have probably saved his bacon! We keep saying it is the BI worksheet that determines the insurance need. Without one, how do you know what limit to chose?



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FAMILY FIRE

Many of us have talked to our families about what to do in case of a fire or other emergency. If you have not, you need to do so today. Oftentimes, we say to meet at the mailbox, but guess where the fire truck will be parked? Instead, plan to meet at a neighbor's mailbox or some other landmark out of the way of the emergency responders. Make sure the older members of your family know they are only responsible for themselves and not other family members. Also, they should wait at the meeting place as long as it takes for you to come get them. Keep everything as simple as possible and practice the drill often so the response will be automatic.

For more information on this topic:
www.usfa.dhs.gov/downloads/pyfff

SAFETY

