



# OPEN FOR BUSINESS

Small businesses are big business for commercial umbrella insurance.

CONSTRUCTION • INSTITUTIONAL • MANUFACTURING • MERCANTILE

One of the most pervasive requisites of being a business today is contending with increasingly complex liability laws. Courts continue to broaden the definition of liability, incurring a sharp rise in claims and award amounts. To counter a volatile regulatory landscape, small commercial businesses need to augment their protection with a commercial umbrella policy.

Traditional policies have their limits. Unlike large companies that allocate funds for potential litigation losses, a small business typically lacks such resources. Commercial umbrella coverage can provide more comprehensive protection for your clients against unexpected events that may cause financial ruin. Make small businesses cognizant of their vulnerabilities and dangers of being underinsured. Brokers and agents should work with businesses to develop an effective policy based on their specific risks and needs.

## ⚠️ CASE EXAMPLES<sup>\*3</sup>



ELECTRICIAN SUFFERS TRAUMATIC BRAIN INJURY DUE TO ELECTRICAL CONTRACTORS NEGLIGENCE

**SETTLEMENT: \$2.9 MIL**



LANDLORD'S FAILURE TO INSTALL PROPER HOT WATER SYSTEM RESULTS IN CHILD BEING SEVERELY BURNED

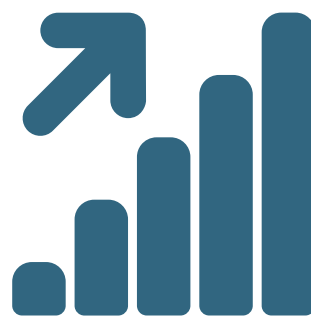
**VERDICT: \$9.469 MIL**



AN APARTMENT BUILDING'S NEGLIGENCE SECURITY LEADS TO A VICIOUS ASSAULT ON ITS PREMISES

**VERDICT: \$2.3 MIL**

## EMPLOYEE LAWSUITS



HAVE RISEN BY

**400%**

OVER THE LAST 20 YEARS<sup>\*1</sup>



SMALL BUSINESSES SPEND OVER

**\$100 BILLION**

A YEAR ON **LEGAL ISSUES**<sup>\*2</sup>

67%



OF EMPLOYEE LAWSUITS ARE  
WON BY THE PLAINTIFF  
AT STATE-LEVEL COURTS\*<sup>1</sup>



52%

OF ALL CIVIL LAWSUITS  
ARE AGAINST SMALL BUSINESSES\*<sup>1</sup>

