



LanierUpshaw
Insurance • Risk Management



We are your business risk guides

Most insurance agents disguise themselves as friends and advocates. But when pressure is applied they reveal their true colors. You find out they were really just insurance agents all along. Then there's Lanier Upshaw.

For over 70 years we have been the ones business leaders trust to help them reach their summit. At Lanier Upshaw, we believe the best way to prepare for the future is to create it.



LanierUpshaw

Insurance • Risk Management



Our Partners

Those We Serve

- Clients Range From Start Ups to over 2,500 Employees
- Over 300 Benefit Clients
- Over 1000 Property & Casualty Clients
- Over 250 Private Risk Management Group Members
- Work With Over 90 Carriers
- Employees average experience in insurance: 13.2 years
- Employees average tenure with Lanier Upshaw: 10 years

Industry Focus

- Healthcare
- Manufacturing
- Hospitality
- Professional Services
- Not for Profits
- Educational Institutions
- Transportation
- Professional Sports Teams
- Construction
- Aviation
- Technology
- Agriculture

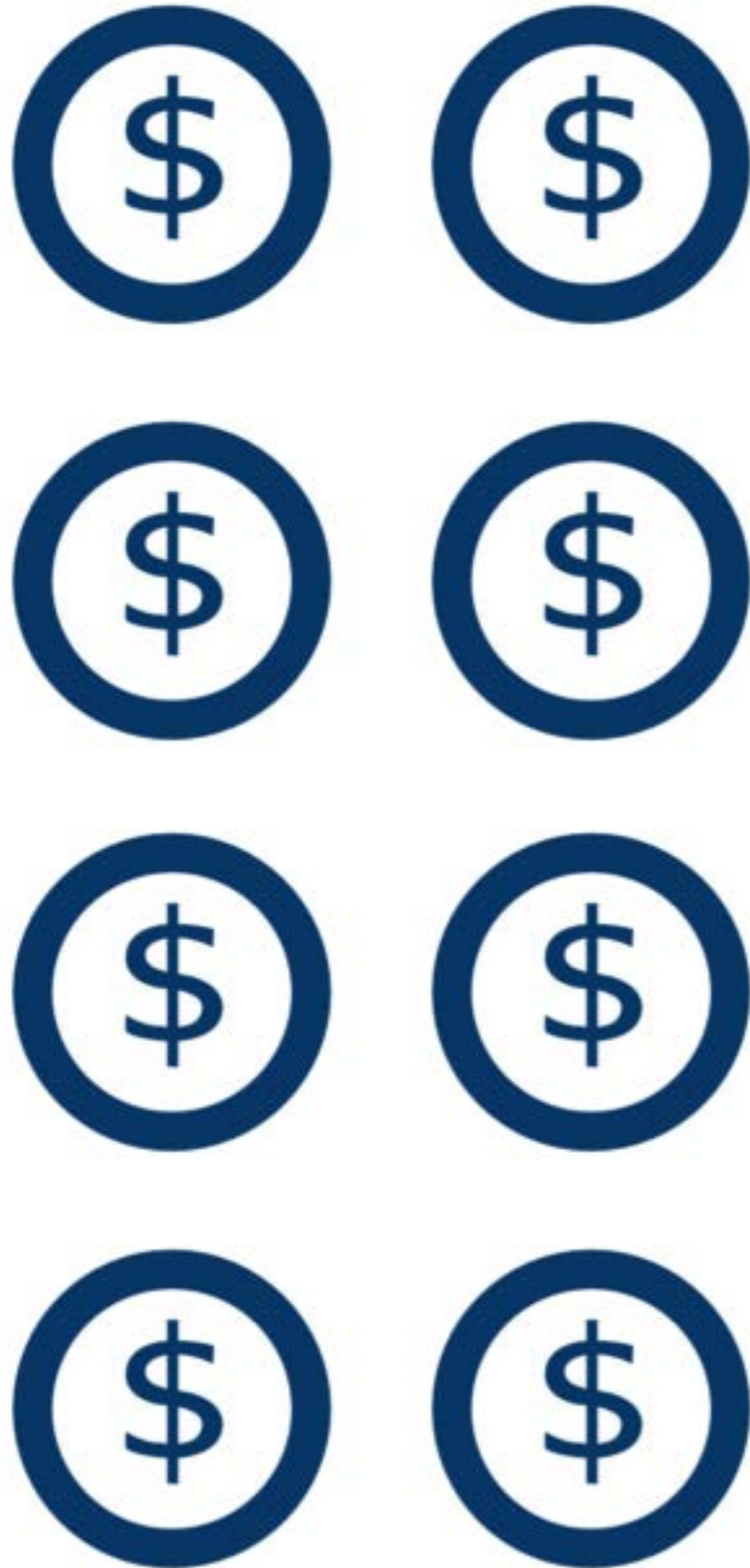






15 of the 30
costliest hurricanes
in US history have
occurred in the last 10
years. Each of the 15
storms caused more
than \$1 billion in
damages





More than
\$310 Billion
total cost of
hurricane damage
over the last 10 years





Wind

Are you covered?



Wind Deductible

This deductible can be a dollar amount or a percentage of the insured values. However, this deductible can be much higher. For example; If the commercial property policy is insuring a building for \$1,000,000 and you have a 5% named storm deductible, you would have to pay, out of pocket, \$50,000 to trigger the coverage.



Named Storm Deductible

It is advantageous over a blanket wind deductible because it has to be the higher wind deductible to apply. Otherwise, your all other perils deductible, which is typically much lower, would apply to any wind damage claims.



Business Interruption

Business income

Business income includes the net income (net profit or loss before income taxes) that would have been earned or incurred by the insured and the continuing normal operating expenses incurred, including payroll.

Period of restoration

Insurers are liable for the loss of business income only during the period of restoration, which is often defined as the length of time required to rebuild, repair, or replace the damaged or destroyed property. The period of restoration begins when the physical loss or damage occurs; it ends when the property should, with reasonable speed, be repaired or replaced



Ordinance & Law

Is your building up to code?



With the passage of time, building codes and ordinances change to reflect new standards in construction. These changes generally relate to fire safety, structural integrity, and energy efficiency of buildings. Although buildings are constructed to meet or exceed building codes in effect at the time of their construction, as buildings age they eventually grow outdated and noncompliant with current codes.



A, B, C's of Ordinance & Law

Coverage A

Undamaged Portion- Should your building be partially damaged by a covered cause of loss (i.e. Fire or Tornado), the local Building Department or Fire Marshal might require that you demolish the undamaged portion of the structure and reconstruct an entire new building. Without Ordinance & Law coverage on your policy, the insurance company may not pay for the part of the building that wasn't originally damaged. Coverage A closes that gap.

Coverage B

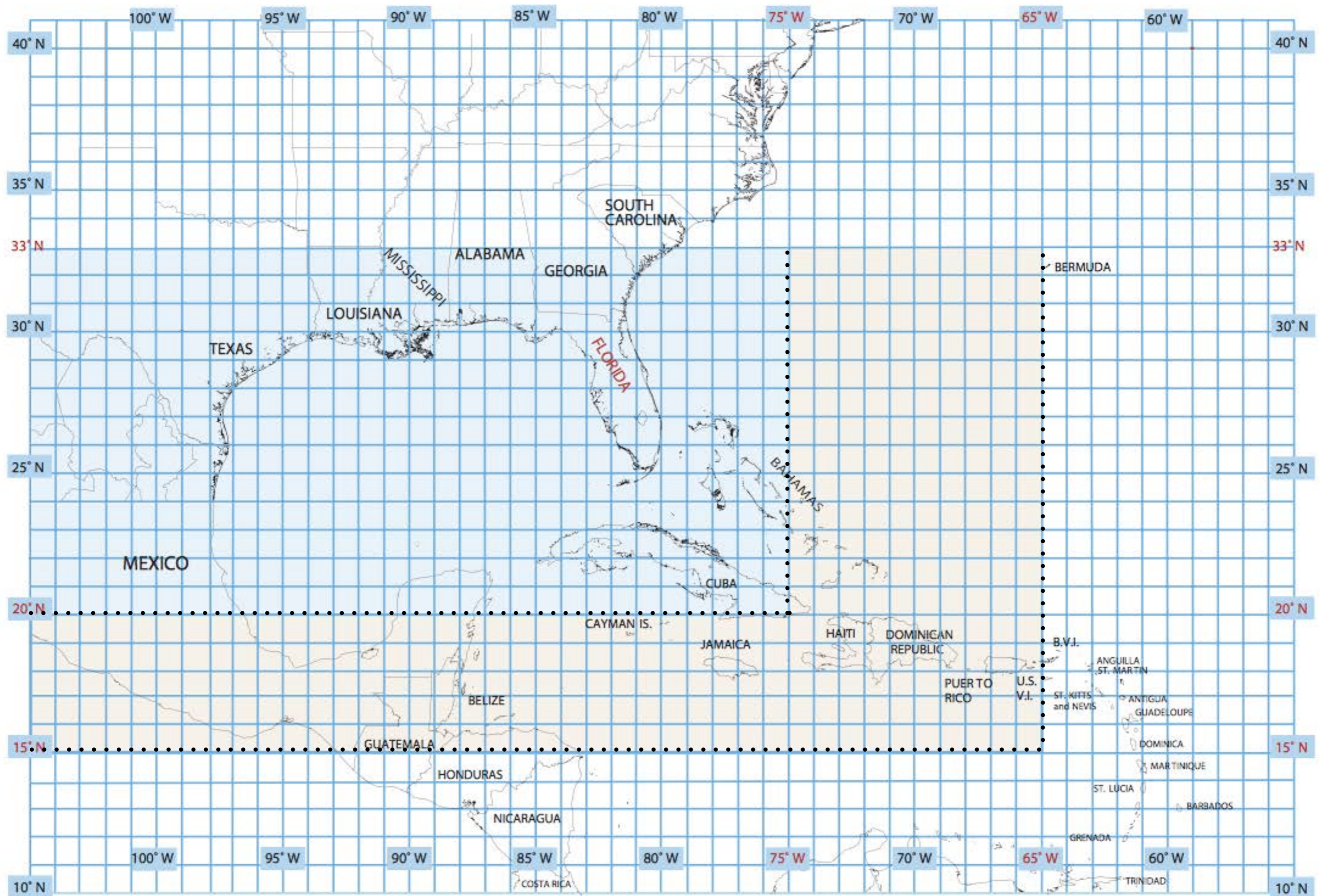
Demolition-Continuing from the loss scenario above, Coverage B pays for the cost to actually demolish the remaining portion of the building left standing after the original cause of loss. Again, without Ordinance & Law on your policy, you'd likely be left "self insuring" this expense.

Coverage C

Increased Cost of Construction- If the building code has changed since the time your building was originally constructed, Coverage C pays for these mandatory building enhancements. Without this coverage, the insurance company would only pay to rebuild what was originally there. Common examples which might apply include hurricane strapping, fire sprinkler systems, ADA-compliant hardware or elevators.



Hurricane & Tropical Storm Binding Information



HURRICANE SEASON IS HERE: 5 STEPS TO CREATING A DISASTER PREPAREDNESS PLAN

While hurricane activity doesn't usually peak until September it's important to prepare now if you haven't already done so. Here are some important steps to take to create a Disaster Preparedness Plan. Having such a plan in place allows you to:

- Continue to communicate with clients before, during and after a hurricane.
- Have the peace of mind, knowing you took steps to ensure your employees' safety.
- Rest assured knowing you have the proper amount of insurance coverage in place.
- Be back up and running as soon as possible.



Document an Internal Emergency Communications Plan

It's important to have a plan in place regarding how you will communicate with your employees in the event of a hurricane (or any disaster for that matter). One of the most important questions your employees will have during a crisis is, "Is the office closed? Do I need to come in?"

If your business has to shut down because of a hurricane how will you let employees know? Here are some ideas:

- Setup a special phone number with an answering service for staff to call. This can be a recorded message that lets callers know if the office is open or not.
- Create a phone chain that lets every employee know who they should call for updates.
- Setup a text message alert system (of course you should get your employees permission before you decide to text them).



Document an External Emergency Communications Plan

It's also important that your disaster preparedness plan includes a section about how you will communicate with customers and vendors. Here are a few things to consider:

- Document a process for updating your home page to include an Emergency Alert.
- Document a process for changing the recorded message on your company's voicemail as well as your employees' individual voicemails.
- Train all staff members on how to setup Emergency Out of Office email replies. You may also want to use this tactic for employees who are still able to work (perhaps remotely) but may not be able to respond in a timely manner.



Create an Emergency Executive Action Plan

It's not enough to create a plan for just your employees and customers. As the business owner you should also create a plan for yourself so you don't have to figure it out as you're literally in "crisis mode." Here's an example of a simple checklist you can adopt or modify:

- Update the emergency hotline (or whatever phone system you use).
- Call/text managers to give them personal update.
- Add an Emergency Alert to the home page.
- Call the utility companies to get an update.
- Call insurance agent to report any damage.
- Decide if you will instruct employers to setup remote work stations.



Review Your Insurance

Hurricane season is a good reminder to review your insurance policy. The last thing you want is to find out after a hurricane that you did not have enough coverage. Here are some questions you should consider reviewing with your agent:

- Do I have enough BI (Business Income) coverage?
- Do I have enough Extra Expense coverage?
- What is my wind deductible? And how will I fund it?
- Do I have flood coverage?



Test Out Remote Working Before a Hurricane Happens

Although you may not allow employees to work remotely under normal circumstances it can be helpful to test out an Emergency Remote Working program. One way to do this is to schedule a day for one or more employees to work an entire day from their home. This may require that you figure out a few administrative things like:

- How do you forward calls to their phone?
- Can they access all the programs and websites remotely?
- Is there a way for them to clock in remotely?
- Is there a way for them to meet virtually (like Google Hangouts, or Go To Meeting)?



I'm sure you've heard this before but it's true,
“Failing to plan is planning to fail.”

So I encourage you to take the action now, so you can minimize the risk a hurricane could cause to your business.





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