

LIVE WEBINAR | EXPERT INDUSTRY PANEL

Construction Professional and Pollution Insurance:

Ask the Experts

THANK YOU FOR JOINING US TODAY

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Hello Everyone and Thank You For Joining us!

My name is Ritchie Vener, I am the Chief Marketing Officer at Distinguished Programs responsible for developing and leading the marketing initiatives across Distinguished.



Host - Ritchie Vener
SVP and Chief Marketing
Officer Distinguished
Programs

Please Note:

- We will be sending all registrants a copy of the slides, the webinar recording, and a PDF with the questions and answers from today's session.
- If anyone has a question during the presentation please use the Q + A button on the bottom of your screen.



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Distinguished Programs

D. Distinguished Programs is a leading national insurance Program Manager providing specialized insurance programs for Real Estate, Community Associations, Hotels, Restaurants, Fine Art and Collectibles, and Environmental and Construction Professional.

Our Environmental and Construction Professional Program offers two main categories of coverage, Premises Pollution Focused Products and Contractor Focused Products. During this 30-minute session we'll focus on Contractor Focused Products.

Are you ready to become the go-to expert of **Construction Pollution and Professional Insurance**? Let's get started.



Premises Pollution Focused



Contractor Focused

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Meet The Experts



Shelli Hamilton

Senior Vice President and
National Practice Leader
Environmental and Construction
Professional Division



Drew Linton

Vice President and
Senior Underwriter,
Environmental and Construction
Professional Division

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What Is Construction Professional And Pollution Insurance?

- Pollution coverage protects the contractor if they cause a pollution condition or spreads an existing pollution condition
- Coverage is for scheduled contracting services and completed operations
- Includes coverage for clean-up costs, third-party property damage, bodily injury to third parties, as well as related legal costs
- Professional coverage protects against claims arising from actual or alleged acts, errors, or omissions in professional services
- A contractor should have coverage for damages including economic damage
- Protect Contractor's for their vicarious liability when they hire others to perform contracting or professional services



What Types Of Coverage Are Typically Included In The Policy?

Our policy forms are menu driven and can be tailored to the contractor's needs. Our insuring agreements include:

- Contractors' pollution job site coverage
- Emergency expenses
- Both pollution and professional protective coverage
- Rectification
- Owned location coverage
- Non-owned disposal sites
- Transportation
- Business interruption
- Legal costs and defense outside the limits
- Supplemental coverages – ADA and FHA expense, bankruptcy litigation expense, building information modeling expense, disaster management costs, and subpoena expense

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What Target Classes Do We Typically See?



Target Contractors

Various commercial contractors such as:

- Construction managers
- Design-build contractors
- Environmental contractors
- General contractors
- Trade contractors
- HVAC contractors
- Roofers,
- Plumbers
- Industrial cleaners
- Electrical contractors
- Fixed base operators
- Mechanical contractors
- Painting contractors
- Masons

Target Project Classes

Targeted project classes include (but are not limited to):

- Civil construction
- Commercial
- Educational
- Habitational
- Healthcare
- Hospitality
- Industrial
- Institutional
- Retail
- Warehouse

Contractor's Pollution Legal Liability (CPL)

- Triggered in the event of a pollution condition resulting from contracting services or completed operations
- Coverage includes cleanup costs in the event of a spill or pollution condition caused by or on behalf of the insured's contracting services.
- Coverage includes bodily injury and property damage.

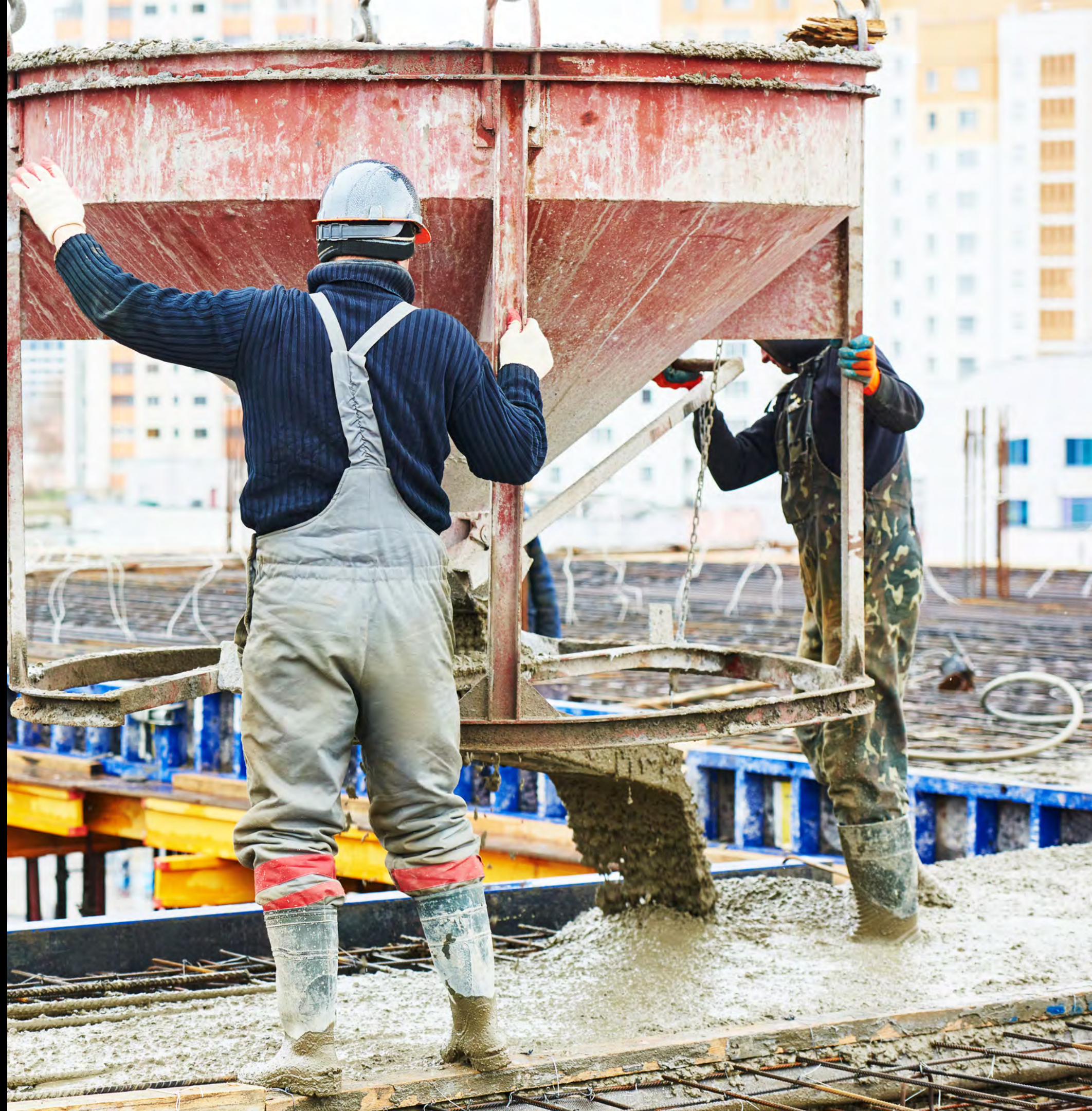


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Contractor's Pollution And Professional Legal Liability (CPPL)

- CPPL provides coverage for professional liability resulting from actual or alleged acts, errors, or omissions from professional services performed by or on behalf of the Insured.
- The CPPL policy provides everything covered under the contractor's pollution liability policy with the added insuring agreements being professional liability.

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A black and white photograph showing a close-up of a person's hands. The right hand is holding a black pen and is in the process of signing a document. The left hand is resting on the document, with fingers spread. The document has some text and lines, but it is out of focus. The background is blurred, showing what appears to be a desk or table. The overall tone is professional and business-oriented.

Who Typically Purchases CPL And CPPL Insurance?

- Often contract-driven
- Contractors who want to protect their business and their reputation


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What Are The Limits Available?

- \$25M per occurrence
- \$25M in the aggregate, with defense outside the limit

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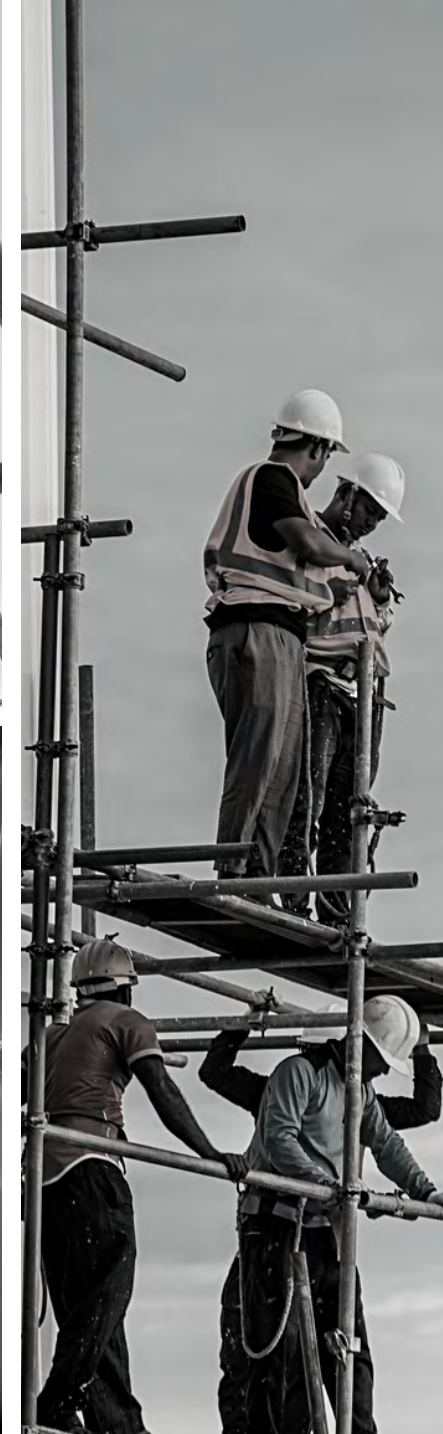


What Is The Average Premium Per Policy?

- Contractor's pollution – minimum's around \$5,000 with average premium is in the \$20K range
- Contractors pollution and professional policy is around \$7,500
- Depends on the nature of the professional work being performed and the contracting work in general
- Project policies have higher premiums

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Do You Offer Project Policies?



Contactor's project for
pollution Only



Professional Only



Both



Owner's Professional
Protective Indemnity (OPPI)



Follow Form Excess Liability

provides additional follow form layers of coverage above an underlying scheduled policy(ies). We can write this policy above another carrier for all the coverage we described here today.



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What Policy Term Length Is Available For These Policies?

- Practice policies are typically one-year
- Policy terms for projects can match the length of the construction phase as well as any required completed operations period or state statutes of repose



How Is Premium Calculated?

- CPL and CPPL - rated off the construction or contractor's revenues for a given year
- OPPI - pricing takes into account the revenues, but also the complexity of the project type
- Follow-form excess - pricing is generally a percentage of whatever the primary carrier is charging



How Are Claims Handled?

Claims on our policies are handled by our experienced in-house claims attorneys.

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Questions

First, let's dive into our questions from attendees that sent in questions via email, then we will go live to today's attendee questions.

How Can An Insurance Broker Successfully Sell Construction Professional And Pollution Insurance?

- Look to your book of business
- Sharing claims situations with your contractors
- Educate on the liability of the service they perform
- Make sure they know coverage available through you



Strategies To Assess And Tailor Coverage To Meet The Unique Needs Of Your Clients

We can work with you to tailor the coverages

- Manuscripted language
- Work around needs that are in their contracts
- Determine what kind of exposure your particular contractor has
- What bells and whistles can we add for this kind of exposure



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What Are Some Proven Tactics Brokers Can Use to Help Close A Construction Professional And Pollution Insurance Deal?

Educating on real exposures that can hit them
in their pocketbook.



How Can An Insurance Broker Help Their Clients Understand The Coverage And Limits Of Construction Professional And Pollution Insurance?

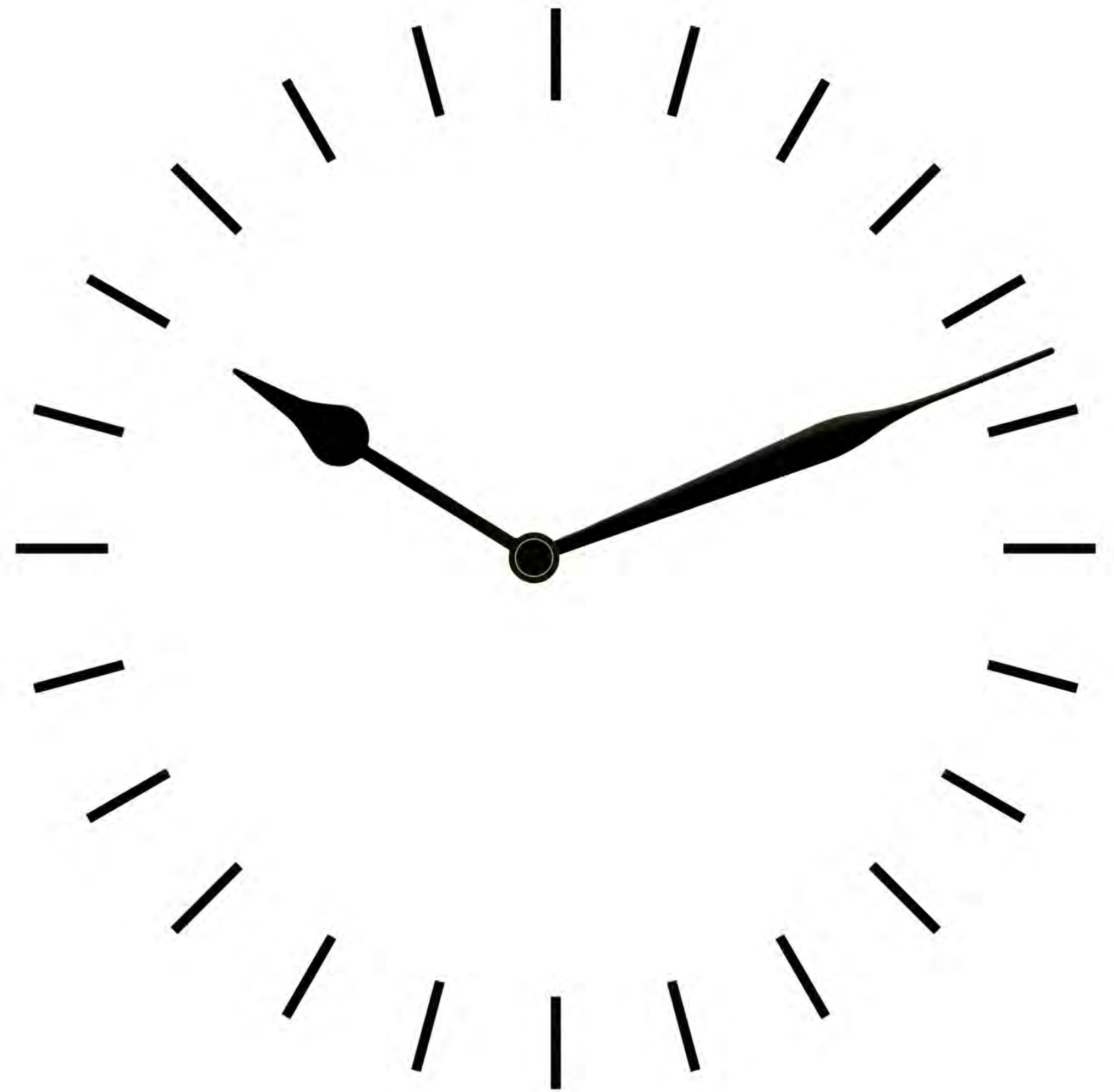
Educating on potential exposures.
Every contractor has a story.

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How Long Is The Average Turnaround Time For A Submission?

Can usually turn around a
submission in 24–48 hours

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How Do I Submit Business?



Direct expert contact for a lightning-fast turnaround!

Contact Doug or Shelli using their contact details below to get started.



Your choice of [application](#)! We accept other carriers' pollution or professional applications.



Got a question or want to chat about an account? Just drop a line to Doug or Shelli!



Your hassle-free application experience awaits!

Email completed applications to:

Doug Stepenosky

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Construction Professional Division
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Thank you to everyone who joined
us for today's webinar.

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