

UNDERSTANDING YOUR BUSINESS EXPOSURE

Some risks are obvious, like fire or bad weather. Others are not, like the potential for lost income due to property damage preventing you from quickly resuming your business operations. One thing is certain – while no one can eliminate risk, we can help you prepare for it.

Getting started

An important first step in your preparation should be assessing all of the possible risks to your business. Common industry risks are called out in the first column below – simply go over the list and check the boxes for the risks that are applicable to your business.

Next, review the risks you’ve identified. You can choose from a number of techniques to control or reduce your risks. For example, you could avoid those risks entirely by deciding not to undertake business endeavors that carry those risks, or you could reduce the risks by implementing preventative safety programs. Another option would be to set aside finances to cover your exposures or free up resources by buying insurance that would provide protection to cover them.

Once you’ve identified specific exposures, applicable coverages are listed in the right hand column for your review. These coverage options are general descriptions – subject to exclusions and conditions – so use this guide to discuss a coverage plan that addresses your business exposures with your agent.

Common property exposures	Applicable coverages
<input type="checkbox"/> Buildings of various construction types?	Property coverage
<input type="checkbox"/> Inventory that fluctuates in volume from month to month?	Inventory reporting coverage
<input type="checkbox"/> Computer and data processing equipment?	Electronic data processing coverage
<input type="checkbox"/> Mobile equipment?	Mobile equipment coverage
<input type="checkbox"/> Mobile equipment that could break down in the field?	Towing and labor coverage
<input type="checkbox"/> Portable business equipment, such as laptops or cell phones?	Personal property coverage
<input type="checkbox"/> Tools belonging to your employees or provided by you?	Business personal property coverage
<input type="checkbox"/> Cargo in your trucks or railcars that you own or are responsible for?	Cargo in transit coverage
<input type="checkbox"/> Cargo requiring refrigeration or heating while being transported?	Temperature-controlled cargo coverage
<input type="checkbox"/> Independent contractors or salespeople who transport cargo for you?	Independent contractor cargo coverage
<input type="checkbox"/> Damage to storage tanks owned by you, but located on customer premises?	Off-premises storage tank coverage
<input type="checkbox"/> Above ground storage tanks?	Tank leakage coverage
<input type="checkbox"/> Canopies, pumps, and inventories that you have leased from others?	Blanket leased and loaned coverage
<input type="checkbox"/> Inventory that could be damaged if liquid products are misdelivered?	Erroneous delivery coverage
<input type="checkbox"/> A plan to acquire new facilities and inventory?	Newly acquired coverage
<input type="checkbox"/> Buildings, contents, or inventory susceptible to loss due to collapse?	Structural collapse coverage
<input type="checkbox"/> Buildings, property, or stock susceptible to loss due to an earthquake?	Earthquake coverage
<input type="checkbox"/> Inventory that is stored on your premises and requires refrigeration?	Spoilage coverage
<input type="checkbox"/> Property that requires power, water, or communications supplies?	Off-premises power failure coverage
<input type="checkbox"/> The potential for substantial debris cleanup if a loss occurs?	Debris removal coverage
<input type="checkbox"/> Pollutants on your premises?	On-premises pollutant cleanup coverage
<input type="checkbox"/> Machinery that is taken off-premises for repair?	Additional coverages
<input type="checkbox"/> Customer property in your buildings for repair?	Property in insured’s care, custody, and control coverage



Common property exposures	Applicable coverages
<input type="checkbox"/> A fire department that has a service charge?	Fire department service charge coverage
<input type="checkbox"/> Trees and shrubs on your property?	Tree, shrub, and plant coverage
<input type="checkbox"/> Improvements or betterments to buildings that you rent?	Tenant improvement coverage
<input type="checkbox"/> Sprinklers that could damage your buildings or property?	Additional coverage
<input type="checkbox"/> Signs or fences?	Property coverage
<input type="checkbox"/> Valuable papers and records requiring research to replace if damaged?	Valuable papers and records – cost to research coverage
<input type="checkbox"/> Property that would lose its value if only part of it was damaged?	Consequential loss coverage
<input type="checkbox"/> Property susceptible to flood damage?	Limited flood coverage
<input type="checkbox"/> Property that is on exhibition?	Property on exhibition coverage
<input type="checkbox"/> Property that could be damaged by computer fraud?	Computer fraud coverage
<input type="checkbox"/> Equipment susceptible to mechanical breakdown, including the rupture or explosion of steam boilers, steam pipes, and steam engines?	Equipment breakdown coverage

Business income exposures	Applicable coverages
<input type="checkbox"/> Potential for lost income or extra expenses due to property loss?	Business income coverage
<input type="checkbox"/> The inability to collect accounts receivables due to property loss?	Accounts receivables coverage
<input type="checkbox"/> Lost income or extra expense due to loss of an auto?	Auto business income coverage
<input type="checkbox"/> Lost income or extra expense due to loss of mobile equipment?	Mobile equipment business income coverage

Crime exposures	Applicable coverages
<input type="checkbox"/> Property or funds subject to theft by your employees?	Employee theft coverage
<input type="checkbox"/> Checks or drafts that could be forged to fraudulently obtain funds?	Accounts receivables coverage
<input type="checkbox"/> Money in certain locations subject to theft, destruction, or disappearance?	Money and securities coverage
<input type="checkbox"/> Fuel subject to theft by use of a keytrol, cardtrol, or other devices?	Fuel card fraud coverage
<input type="checkbox"/> Business personal property or stock highly susceptible to theft?	Burglary, robbery, and theft coverage

Auto exposures	Applicable coverages
<input type="checkbox"/> Autos you own or operate as part of your business?	Auto physical damage and liability coverage
<input type="checkbox"/> Potential loss due to uninsured or underinsured drivers?	Uninsured/underinsured motorists coverage
<input type="checkbox"/> Autos operated in states with “No-Fault” auto accident laws?	Personal injury protection coverage
<input type="checkbox"/> Business autos used by your family members for personal purposes?	Driver other car coverage
<input type="checkbox"/> Unowned autos used in your business?	Non-owned and hired auto liability coverage
<input type="checkbox"/> Pollutants transported or loaded from autos or mobile equipment?	Vehicle pollution liability broadened coverage
<input type="checkbox"/> Employees injured by other employees involving an auto?	Fellow employee liability coverage
<input type="checkbox"/> Autos operated outside their licensed state?	Out-of-state auto extension coverage



Garage liability exposures	Applicable coverages
<input type="checkbox"/> Operations that involve servicing the vehicles of others?	Garage liability coverage
<input type="checkbox"/> Employees injured by other employees due to garage operations?	Fellow employee liability coverage

General liability exposures	Applicable coverages
<input type="checkbox"/> Injury or property damage to others on your premises?	General liability coverage
<input type="checkbox"/> Injury or property damage to others due to your operations?	Products and completed operations coverage
<input type="checkbox"/> Injury or property damage to others due to your products or services?	Products and completed operations coverage
<input type="checkbox"/> Lost income or extra expense due to loss of mobile equipment?	General liability coverage
<input type="checkbox"/> Injury or damage to others from pollutants like NH3 or LPG?	Pollution liability coverage
<input type="checkbox"/> An obligation to supply gas, propane, or oil to customers?	Failure to supply coverage
<input type="checkbox"/> Employee benefit programs you administer?	Employee benefit liability coverage
<input type="checkbox"/> Tort liability you assume under terms of a contract?	Contractual liability coverage
<input type="checkbox"/> Damage to others by libel, slander, false arrest, or false advertising?	Personal and advertising injury coverage
<input type="checkbox"/> Serving alcoholic beverages incidental to your business?	Host liquor liability coverage
<input type="checkbox"/> The sale of packaged alcoholic beverages from your premises?	Packaged liquor liability coverage
<input type="checkbox"/> Businesses you acquire during the policy period?	Newly-acquired organizations coverage
<input type="checkbox"/> Premises you rent or lease from someone else?	Fire legal liability coverage
<input type="checkbox"/> Employees injured by other employees at work?	Fellow employee liability coverage
<input type="checkbox"/> Packaged seed you sell?	Seed liability coverage
<input type="checkbox"/> Autos or farm tractors in your care, custody, and control?	Non-owned autos and tractors coverage
<input type="checkbox"/> Operations that involve applying fertilizers, herbicides, or pesticides?	Crop application liability coverage
<input type="checkbox"/> Operations that involve mixing seed?	Seedmen’s liability extension coverage
<input type="checkbox"/> Providing soil, crop, or farm management consulting for a fee?	Agricultural consultant coverage
<input type="checkbox"/> Responsibility for purchasing grain with clear title?	Grain title coverage

Terrorism exposures	Applicable coverages
<input type="checkbox"/> Injury or property damage caused by certified acts of terrorism?	Certified acts of terrorism coverage

Additional exposures	Applicable coverages
<input type="checkbox"/> Possible loss due to a fraudulent scheme, trick, or false pretense?	False pretense coverage
<input type="checkbox"/> Truth-in-lending or truth-in-leasing requirements?	Truth-in-lending/truth-in-leasing errors and omissions coverage
<input type="checkbox"/> Liability exposures that could cost more than \$1 million?	Commercial umbrella liability coverage
<input type="checkbox"/> Potential for injuries to employees?	Workers compensation coverage
<input type="checkbox"/> Discrimination or harassment claims due to employment practices?	Employment related practices liability coverage
<input type="checkbox"/> Cotton ginning or warehousing operations?	CottonGard® coverage
<input type="checkbox"/> Directors, officers, or board members?	Management and organization liability coverage
<input type="checkbox"/> An array of pollution liability exposures?	Excess pollution coverage
<input type="checkbox"/> Operations requiring surety bonds?	Surety bonds



Effective risk management

An effective risk management program not only protects your people and property, it helps reduce your costs of doing business.

Our risk management consultants can assist you in satisfying regulations, meeting standards and fulfilling compliance activities by such authorities as:

- American National Standard Institute
- Americans with Disabilities Act
- Department of Transportation
- Employee and Community Right-to- Know Legislation
- Environmental Protection Agency
- Grain Handling Standards
- National Fire Protection Association
- Occupational Safety and Health Administration
- State Regulatory Agencies

Additional services and resources

As a policyholder, you have access to tools and applications that help you easily manage your policy:

- Pay premiums and deductibles directly from your computer
- View online payment and billing history
- Report claims 24-7
- Attach documents to new and existing claims
- Monitor claims status
- Receive claims payments directly into your bank account

You'll also have access to industry leading risk management services:

- Employee Safety Training
- Motor Vehicle Reports Program*
- Safety Video Library

* *Certain restrictions apply*

For further assistance

This guide has been developed to help you begin your own risk assessment. As you go through the process, you may identify additional questions. Our teams are ready to help you:

- Contact an agent directly



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