

## this issue

Advantages to a Coordinated Insurance Program P.1

## Advantages to a Coordinated Insurance Program

Are there advantages to having a portfolio of coordinated insurance policies versus separate coverages and brokers for Home, Auto, Collections, Umbrella, etc.?

There are certainly numerous advantages to having a coordinated insurance portfolio. Everything from broker selection, choice of carriers, ongoing management, and advice on unique risks plays an important role in your insurance program.

One of the key advantages of going through one broker and ideally one carrier is the elimination of gaps in insurance due to inconsistent policy language. Utilizing one broker to handle all lines of business allows for the review of all policies for potential gaps and ultimately allows the broker to advise you of how to eliminate them. In addition to fully utilizing various cross credits for having multiple policies with one carrier, the consolidation of insurance companies leaves little ambiguity when submitting a complex

claim. With one carrier, you typically get one claims contact who will apportion the claim to the various applicable policies, thereby avoiding the finger pointing that can occur between companies of who has primary/secondary responsibility when multiple carriers are involved in a claim.

Another advantage of coordinating multiple insurance policies through one insurance broker is that it allows for effective management of the insurance program as the risk evolves. Just like your financial portfolio, an insurance portfolio needs annual reviews and modification from time to time. Through the use of annual (at minimum) insurance reviews, your broker will be able to modify and ensure that your insurance policies are best positioned in the insurance marketplace year-over-year.

One example of this is a client who has grown a considerable art collection over time. High value pieces of fine art, jewelry, wine, and other collectibles need to be

insured separately with a Collections Policy. Unfortunately, there is often the assumption that a Homeowner's Policy will adequately cover everything in the home, which is simply not true. A Collections Policy goes much further than a Homeowner's Policy in protecting high value items with broad policy language, a scheduled limit representing present market value and, in most cases, is not subject to a deductible at the time of a loss. Any collection of valuable items needs to be managed effectively year to year to ensure that the value of each piece is updated as it appreciates and that the pieces in the collection are properly maintained, managed, and displayed.

Lastly, when reviewing the insurance program on an annual basis, it is important to consider how much liability insurance is enough. In today's litigious culture, it is of increasing importance to have high limits of Excess Liability, often know as an Umbrella Policy. Excess Liability is inexpensive relative to the high limits of insurance that are provided. A good insurance broker will be able to guide you to a liability limit that is appropriate considering both net worth and lifestyle.



## POMS & ASSOCIATES:

### Your Insurance and Risk Management Partner

Preferred Client Insurance Services (PCS) is a division of Poms & Associates Insurance Brokers, Inc. that specializes in the analysis and establishment of comprehensive asset protection programs for affluent individuals and families on a global basis. Typical PCS client assets include homes, automobiles, yachts, planes, fine art, jewelry, and collectibles.

Our superior capabilities as a leading insurance broker are derived from drawing on our risk management specialists, and our highly regarded professionals we have assembled within PCS.

For more information on how PCS can work for you, contact your Poms Representative.

#### POMS & ASSOCIATES INSURANCE BROKERS, INC.

5700 Canoga Avenue,  
Suite 400  
Woodland Hills, CA 91367  
[800] 578.8802  
[www.pomsassoc.com](http://www.pomsassoc.com)  
CA License # 0814733