



**Keeping your
business healthy.**

 **THREE**
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When was your last insurance check-up?

Small business owners tend to wear a hundred hats and juggle a thousand different tasks at once. They know their businesses inside out and are on top of everything...well, almost everything. Insurance is often their one blind spot. You know what we're talking about.

Off to a good start, and then...

When you launched your business you probably reached out to an insurance agent and reviewed your business, your needs, and what you could afford, then purchased a policy. Or several. But when was the last time you actually examined your coverage? Reconsidered your risks and your policies? We get it. You're busy—you've got a business to run. And even if an insurance review is on your list, it's probably towards the bottom. The thing about insurance is, there's nothing tangible or immediate about it, so it's easy to put off and ignore...until you need it.

More pressing business?

We've spoken with plenty of business owners who have told us pretty much the same thing: that keeping up with industry trends and technology is more pressing than updating their insurance. Perhaps that's why it's

easier to find a restaurant that has avocado toast on their brunch menu than it is to find one with employee dishonesty coverage. And, we're more likely to come across a transportation company with GPS-equipped vehicles than with cyber insurance.

Insurance should evolve with your business

Focusing on your business's day-to-day operations and overall development is obviously a top priority. But the more your business grows and evolves, the less likely your old insurance is to meet your current needs. Ideally you should review your business policies every time you renew. The next best thing is to reassess when you have any significant changes, such as adding staff, expanding services, or changing locations. If that hasn't been happening, well, there's no time like the present.

This will only hurt for a minute

These are some questions to ask yourself, and possibly your insurance agent, to help you determine if you have the coverage you need for your business.

How long have I been in business?
(Congratulations.)

When was the last time I assessed my insurance coverage?
(When you're first starting out, you have less to lose.)

How has my business changed since I last updated my policies or coverage amounts?
(Think about staff size, services provided, location, property and equipment.)

Are any of the services I provide excluded from my coverage?
(Consider things like professional liability, equipment leases, or employment practices liability.)

What are my deductibles? Are they too high? Too low?
(How much are you comfortable paying out of pocket if something happens?)

Will I be covered if a customer sues me? What about an employee?
(Even if you're not at fault, legal fees can be crushing.)

Will I be covered if we damage a client's property?

(It could be anything from a designer suit to a roof.)

Am I covered for work related errors or negligence?

(This could include a tax filing error, using incorrect construction materials, a media mistake, or any number of industry-specific situations.)

Are my employees and I covered for work place accidents and injuries?

(Workers' Compensation insurance can also cover the business owner.)

What insurance do I have for my property and equipment?

(Make sure you're covered for replacement value not depreciated value.)

Do I have cyber coverage?

(Does it apply to liability? Data breaches? Data ransom?)

Are natural disasters covered?

(They're called disasters for a reason. Know if you're covered for: hurricanes, floods, wind, earthquakes and wildfires.)

What if my business is shut down for a month?

(Business interruption insurance only applies if you're covered for the cause of the interruption. For example, a closure due to a flood will only be covered if you have flood insurance.)

Still wondering if your business has the protection it needs?
We've created an easy assessment tool to help you figure it out.

**Visit coverage-check.threeinsurance.com
for your Coverage Check-Up now.**

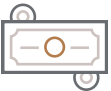
Frequently Occurring Gaps

Gaps in insurance coverage often go unnoticed until something happens and you need to file a claim. Some frequently occurring gaps include:



Cyber

A public relations firm has cyber insurance included in its Business Owner's Policy. But it only covers data breach investigations, not cyber liability.



Workers' Compensation

A business owner working 80 hours/week has no staff employees, so he skipped workers' comp. But without it, the owner didn't have coverage when he was injured on the job.



Employee dishonesty

Starting out with one employee and nothing of value, there was no need for employee dishonesty insurance. But after nine years in business, it still hadn't been added (though an embezzling office manager had been).



Flood

Not being in a flood zone, flood insurance seemed unnecessary. But when a sewer drain got blocked by a plastic bag during a rainstorm, the water flowed past the drain and right into the shop—with antique hardwood floors.



Hired, Non-Owned

Owning a fleet of seven trucks is quite an accomplishment. But when a couple of rentals are required to fulfill a new contract, they may not be covered under your basic auto policy.



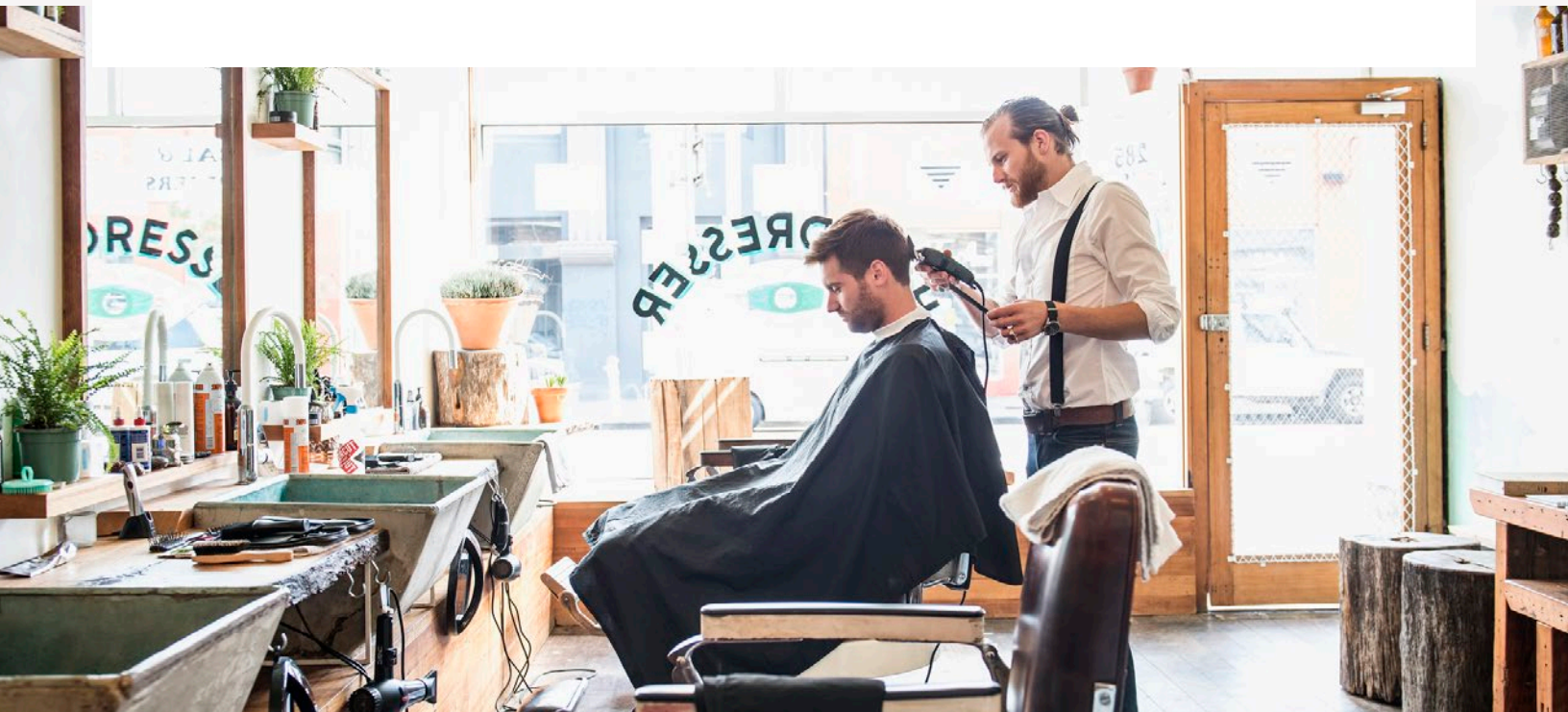
Employment Practices Liability (EPLI)

When the staff is like family, employee lawsuits aren't even on your radar. Until the admin accuses the accountant of sexual harassment, and you of turning a blind eye.



Earthquake

Being up in Oregon, earthquake coverage seems unnecessary--even when an unexpected tremor rattles a 100-year-old storefront and keeps it closed until the safety inspector can get there, two weeks later. But the owner's business interruption insurance never kicked in because she didn't have an earthquake policy.



Don't become a **statistic**.

Often, small businesses don't realize they have gaps in their insurance until it's too late. Many times, a situation arises and only after the business owner files a claim do they find out they don't have the right coverage. Paying out of pocket, even just the legal fees on a frivolous lawsuit, can be an insurmountable setback.

Every year small businesses pay over **\$35 billion** out of pocket to settle claims, many of which are frivolous.¹

1. "Tort Liability Costs for Small Businesses." U.S. Chamber Institute for Legal Reform, July 2010.



A band-aid solution isn't a solution.

Most business owners will do almost anything to protect what they've built. In terms of insurance, that has meant piling on policies and coverages and add-ons. But even with the best of intentions, many are still left with dangerous gaps between policies. THREE works differently. It's one comprehensive policy designed to protect the entire business.

Don't leave your business unnecessarily vulnerable.
Request a coverage check-up and quote today.



[THREEinsurance.com](https://www.threeinsurance.com)



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