



# Vendor Insurance Frequently Asked Questions

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### What is General Liability insurance?

General Liability insurance protects companies and individuals against claims for bodily injury and property damage that occur through the course of your business operations.

### What is Errors and Omissions insurance?

Errors and Omissions insurance provides protection to companies and individuals against claims made by clients for inadequate work or negligent actions. This coverage will help cover you from bearing the full cost of defending against claims made even if the case is groundless. Common claims falling under Errors and Omissions coverage are removal of personal property claims and performing services at the wrong address.

### Why can I only use one of the three companies listed?

Brunswick, York-Jersey and Leonard offer policies custom written for property preservation work. These companies know the industry and how to protect against the risks. All 3 companies offer the same policy with specific coverages and exclusions to make sure you are covered along with blanket additional insureds. The policy covers the policy owner and all subcontractors and subs of their subs.

The policy is sold as a combined package for General Liability and Errors and Omissions with 1 premium and 1 expiration date. The coverage is A+ carrier rated and ensures adequate coverage.

### I found a lower premium from another company, why can't I use them?

Although it is possible you could find a lower rate it does not mean that it is the same coverage. It is extremely common for companies not familiar with our industry to misclassify vendors, exclude foreclosure work and decline claims due to the nature of our work. If you take the exact coverage that the 3 carriers are offering and get a quote from another company we are confident none will come close to the premium rates offered through these carriers.



## I have this coverage through another carrier and it is paid ahead, do I have to switch?

Yes, you will need to switch your coverage to receive work from Edgemark. There is no penalty for cancelling your existing coverage and your carrier will have to issue you a prorated refund for all unused premiums.

## My other clients don't require Errors and Omissions insurance, why does Edgemark?

Edgemark requires Errors and Omissions coverage because we believe it is an essential protection for our vendors to have. Unfortunately, there are lawyers and homeowners out there that will bring fraudulent and unfounded claims against preservation companies in the hopes of cashing in on a settlement even if the claim is unfounded.

Working in the preservation industry comes with its own unique risks and over the years we have witnessed underinsured vendors lose everything over fraudulent claims that cost more money than the vendor could afford to defend against even though the case was circumstantial and could have been easily won if defended against correctly.

The two most common cases brought against property preservation companies are errors or accusations arising out of the removal of personal property and going to the wrong address for service.

These are the realities of our industry and there is nothing more important than making sure your business is protected from cases like this.

Edgemark believes the industry as a whole will eventually require E&O for all vendors and wants its vendors to be ahead of the curve and ready when the transition happens.

## How is this policy different than Geico, Allstate or other similar companies' coverage?

The policies offered through our preferred providers were written from scratch as a property preservation insurance coverage. No other companies offer anything like this.

Brunswick specifically has its own team of employees that work just in the preservation insurance field and will not only help get the policy started but assist in case defense and handle any claims that could arise.

## How much does this coverage cost?

**\*Disclaimer: Edgemark Solutions, LLC is not an insurance provider and is not licensed to sell or quote insurance rates. The information presented below is for informational purposes only and is not guaranteed to be accurate. Edgemark strongly recommends speaking with a licensed insurance agent to confirm facts and rates for coverage.**



The cost will vary between the 3 carriers. We recommend contacting each and going with the company that you feel has the best service and rate package. Edgemark itself has chosen to do its business with Brunswick.

\*\*Average premiums for both GL and E&O **combined** at \$1,000,000 limits are going to start in the range of \$1,100-\$1,800 annually for companies with less than \$50,000 in revenue (sales).

Brunswick:

Offers interest free payment plan through EFT

Also offers Auto, Workers Comp, License and Permit Bonds

- <https://www.brunswickcompanies.com/FreeQuote/MFS-Organic>

York-Jersey:

Offers financing payment plan but you will be charged interest

<http://www.york-jersey.com/mortgages.html>

Leonard:

\*\*Minimum premium is \$1,725 (plus applicable state tax/fee)

No payment plans, must pay full premium to start coverage

<http://www.leonardinsurance.com/page/property-preservation-insurance>

\*\* The exact rate will depend on factors relating to your business such as total revenue, claims history, state taxes/fees and other factors determined by the insurance carrier.