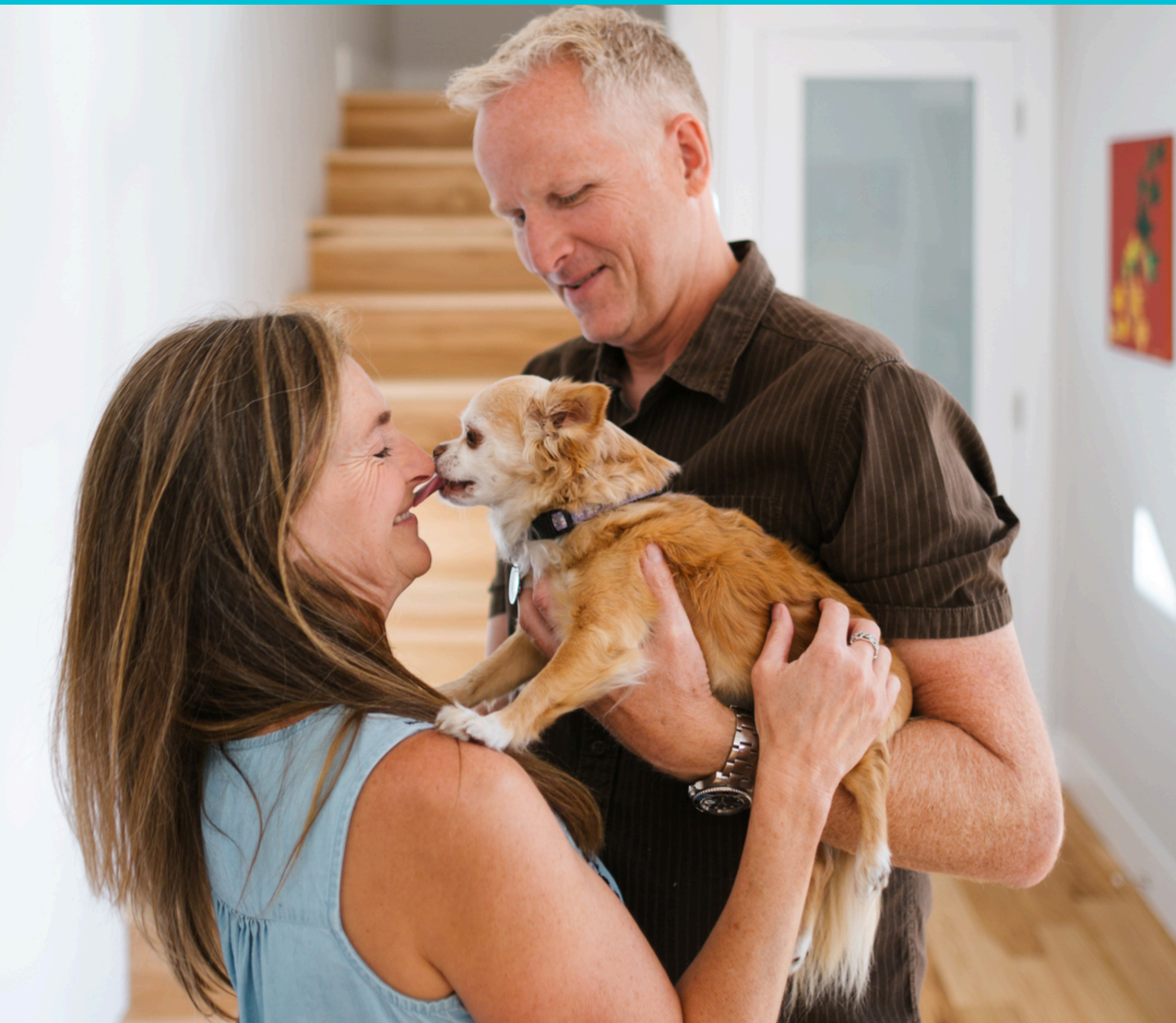


Case study 01

## Ellen & Alex - Riding High





# Ellen & Alex - Riding High

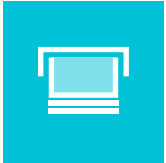
Both in their mid-50s, Ellen and Alex have two children, live in a historic home in Illinois, and own a ranch house in Utah, with a stable, horses, and a full-time caretaker. After a Chubb review, they realized they didn't have coverage for some of the risks they

faced and could be taking advantage of discounts and higher deductibles to reduce their premium. They made changes to their policy, and are now fully protected.

Historic home Lake Forest, IL	Before	After	Why make these changes?
Home structure limit	\$3.0 million	\$3.7 million	Increasing the limits better reflects the true replacement value of the home, structures and property.
Other structures limit	30% (\$900,000)	30% (\$1,110,000)	
Personal property limit	50% (\$1,500,000)	50% (\$1,850,000)	
Deductible	\$1,000	\$5,000	A higher deductible, installing a water leak detection system, having a gated community, and a portfolio discount will help reduce the policy premium.
Water leak detection credit	No	Yes	
Gated community credit	No	Yes	
Portfolio discount	No	Yes	
Ranch Home Park City, UT	Before	After	Why make these changes?
Home structure limit	\$3.0 million	\$3.7 million	Increasing the limits better reflects the true replacement value of the home, structures and property.
Other structures limit	30% (\$900,000)	30% (\$1,110,000)	
Personal property limit	50% (\$1,500,000)	50% (\$1,850,000)	
Deductible	\$1,000	\$5,000	By installing water leak detection and temperature..
Water leak detection credit	No	Yes	

Temperature monitoring system credit	No	Yes	..monitoring systems and having a full-time caretaker, they can reduce their premiums.  They can also help protect their ranch home from wildfires by enrolling in Chubb's Wildfire Defense Service program.
Full-time caretaker	No	Yes	
Total homeowner's premium	\$18,929	\$15,464	
Valuables	Before	After	Why make these changes?
Jewelry (stored at home)	\$150,000	\$50,000	By storing rarely worn jewelry in a bank safe deposit box, they reduce their risk and premium. *
Jewelry (stored in bank vault)	\$0	\$100,000	
Silverware	\$5,000	Same	
Musical instruments	\$0	\$30,000	Their wine collection and piano will now have coverage.
Wine	\$0	\$20,000	
Fine art (scheduled)	\$200,000	\$250,000	Their fine art collection has appreciated in value.
Fine art (blanket)	\$0	\$50,000	With blanket coverage, they don't have to list items below the per item limit.
Portfolio discount	No	Yes	* To take advantage of this premium savings, the client will need to provide advance notice before taking the jewelry out of the bank safe deposit box.
Total valuables premium	\$2,768	\$1,915	
Auto	Before	After	Why make these changes?
2018 Jaguar XF	\$500 deductible	\$2,500 deductible	By raising the deductibles on their auto insurance, they save money on their premiums.
2016 Mercedes S550	\$500 deductible	\$2,500 deductible	
2015 Cadillac Escalade	\$500 deductible	\$2,500 deductible	
2014 Jeep Grand Cherokee	\$500 deductible	\$2,500 deductible	

2013 Cadillac Escalade	\$500 deductible	\$2,500 deductible	
2012 Jeep Grand Cherokee	\$500 deductible	\$2,500 deductible	
Portfolio discount	No	Yes	
Total auto premium	\$5,146	\$3,868	
Excess Liability	Before	After	Why make these changes?
Excess liability limit	\$5 million	\$10 million	Increasing the limit provides additional protection for their assets.
Uninsured/underinsured liability limit	\$1 million	\$1 million	
Employment practices liability (1 staff)	No	Yes	They added coverage for their full-time caretaker.
Portfolio discount	No	Yes	
Total excess liability premium	\$1,639	\$2,503	
Total premium	\$28,482	\$23,750	



Currently they pay  
**\$28,482**



They could save  
**\$4,732**

As a Chubb client, they could get the comprehensive protection they need, and save **17%** in premiums.

For the purpose of before-and-after comparisons in the case studies, all premium estimates are based on coverage rates for Chubb in 2018. Potential savings are approximated. Rates are subject to change and may vary by location and other factors.

© 2018 Chubb is the marketing name used to refer to subsidiaries of Chubb Limited providing insurance and related services. For a list of these subsidiaries, please visit our website at [www.chubb.com](http://www.chubb.com). Insurance provided by U.S. based Chubb underwriting companies. All products may not be available in all states. Coverage is subject to the language of the policies as actually issued. Surplus lines insurance sold only through licensed surplus lines producers. Whether or to what extent a particular loss is covered depends on the facts and circumstances of the loss and the actual coverage of the policy as issued. Chubb Personal Risk Services, P.O. Box 1600, Whitehouse Station, NJ 08889-1600.