

Case study 02

Terri & Bill - An Appreciation of Art



Terri & Bill - An Appreciation of Art

Terri and Bill are now in their early 60s, with grown children. They own homes in Maine and Vermont, and a luxury condo in Tribeca, New York. They have a sizable collection of art, antique furniture,

and jewelry, as well as two high end automobiles. After a Chubb review, they made changes to their coverage to optimize their protection.

Condo Tribeca, NY	Before	After	Why make these changes?
Condo additions and alternations limit	\$1.0 million	Same	Since this is their primary residence, they needed a special condo policy and more coverage for possessions.
Personal property limit	50% (\$500,000)	80% (\$800,000)	
Building security	No	Yes	Discount for additional security
Home Maine	Before	After	Why make these changes?
Home structure limit	\$2.5 million	\$3.0 million	Increasing the limits better reflects the true replacement value of the home, structures and property.
Other structures limit	30% (\$750,000)	30% (\$900,000)	
Personal property limit	50% (\$1.25 million)	50% (\$1.5 million)	
Water leak detection credit	No	Yes	They can take advantage of loss premium credits for being in a gated community and having water and gas leak detection and temperature monitoring systems in place.
Gas leak detection credit	No	Yes	
Temperature monitoring system credit	No	Yes	
Gated community credit	No	Yes	
Home Vermont	Before	After	Why make these changes?
Home structure limit	\$1.5 million	Same	

Other structures limit	30% (\$450,000)	Same	They receive loss premium credits for prevention systems, and lower their premiums with higher deductibles and a portfolio discount, because they’ve put all of their coverage with Chubb.
Personal property limit	50% (\$750,000)	Same	
Water leak detection credit	No	Yes	
Temperature monitoring system credit	No	Yes	
Deductible - all locations	\$1,000	\$5,000	
Portfolio discount	No	Yes	
Total homeowner’s premium	\$20,167	\$15,582	
Valuables	Before	After	Why make these changes?
Jewelry (at home/in bank vault)	\$200,000/\$0	\$100,000/\$100,000	Storing half of their jewelry in a bank vault helps reduce risk and premium. **
Fine art	\$500,000	\$750,000	Increased limits better reflects the current market value.
Antique furniture	\$15,000	\$30,000	
Silverware	\$5,000	Same	
China	\$5,000	Same	** 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.
Portfolio discount	No	Yes	
Total valuables premium	\$5,602	\$4,022	
Auto	Before	After	Why make these changes?
2018 Audi A8	\$500 deductible	\$2,500 deductible	Higher deductibles, anti-theft devices and the portfolio discount helps reduce their premiums.
2013 Porsche Cayenne	\$500 deductible	\$2,500 deductible	

Anti-theft credits	No	Yes	
Portfolio discount	No	Yes	
Total auto premiums	\$6,553	\$4,980	
Excess liability	Before	After	Why make these changes?
Excess liability limit	\$5 million	\$10 million	A higher limit and employment practices liability coverage will better protect their assets.
Uninsured/underinsured liability limit	\$2 million	\$2 million	
Employment practices liability (1 staff)	No	Yes	
Portfolio discount	No	Yes	
Total excess liability premium	\$2,058	\$2,963	
Total premium	\$34,380	\$27,547	



Currently they pay
\$34,380



They could save
\$6,833

As a Chubb client, they could fully protect themselves against the risks they face, and save **20%** 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. 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.