



# BIG "I" MARKETS

LexElite, AI RISK® & Big "I" Markets

The Market for your Hard to Place  
Personal Lines Business

**AI Risk**®

Connecting you to Quality, Strength and Service™



## Who are we?

AI Risk Specialists Insurance Inc., a wholly-owned brokerage subsidiary of American International Group, Inc. (AIG), provides direct access to Lexington Insurance Company's portfolio of personal lines products and services.

- Gail Colon, Personal Lines Manager
  - AL, GA, LA, MS, SC, TN, TX
- Sandy Weinberger, Sr. Production Specialist
  - Florida
- Carla Eiring, National Marketing Manager
  - All other States

What is Big "I" Markets? *The independent agent's gateway to specialized insurance products and services with NO access fees and NO minimum production requirements.*



# Why Excess & Surplus Lines?

When others say "NO" we say "YES"

Think of **BIG I MARKETS/AI RISK®** when your admitted carriers are unable or unwilling to accommodate an account. This can be due to coastal exposures; risks with poor credit history, non-renewed due to losses, unprotected risks, risks cancelled for nonpayment of premium. LexElite should be your go-to market.

We can write in all 50 states. However in NM, NC, WA you will need to handle the surplus lines taxes and provide us with verification of licensing.



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# What Products are Available?

- **CORE PRODUCTS**

- Homeowners
- Condominium (HO-6)
- Renters (HO-4)
- Vacant Dwelling (DP-3)

- **PACKAGE POLICIES**

- Personal Articles Floater
- Umbrella/Excess Liability
- Excess Flood



## What do we see in the E&S Marketplace

- Mid-to-High Value Properties
- CAT and Coastal Exposures
- California Brush/Cal Quake
- Homes located in adverse flood zones
- High Profile Individuals (Celebrities/Sports Figures)
- Risks with claims
- Older, upgraded homes
- Log Homes
- Builders Risk
- Rentals and Short-term Vacation Rentals (HO-3/Condos)
- Unprotected Risks
- Homes titled in an LLC or Corporate Name
- Risks with credit problems
- Cancellation for non-pay/lapse in coverage



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## BIG 'I' Markets

- AFFLUENT NON-STANDARD HOMEOWNER
- COASTAL HOMEOWNER
- CORPORATE/LLC OWNED HOMEOWNER
- NON-STANDARD CONDOMINIUM
- NON-STANDARD HOMEOWNER
- NON-STANDARD RENTAL DWELLINGS
- NON-STANDARD RENTERS
- PERSONAL BUILDERS RISK
- UNPROTECTED HOMEOWNER
- UNSUPPORTED SECONDARY HOMEOWNER
- SEASONAL HOMEOWNER
- VACANT DWELLING



## What we need to Quote

BIG "I" Markets makes this as convenient as possible by offering you a choice:

- Complete the online application for a proposal/rate indication
- Attach a hardcopy application (Accord/Chubb App when declined/LexElite application). LexElite applications can be found on the quote request screens
- We will try to release a rate indication when we can, however, firm terms are subject to review of 'all' at bind request



# Engineering an Account

- Customize Coverage
  - Must Insure to 100% R/C on Dwelling
  - Coverage B, C, D
    - Coverage B/Other Structures
    - Coverage C/Contents
      - Secondary locations
        - » 10% of Coverage Extended from primary
    - Coverage D/Loss of Use
      - Secondary locations
        - » May not need LOU if Secondary
- Higher Deductibles
- Application of limitation/Exclusions
  - Pool Limitation or Pool Exclusions
  - Animal Exclusion





# Optional Coverages Provided

- **Personal Property R/C Coverage**
- **Special Property Coverage** (\$1 per \$1000 of Cov C)
  - All Risk vs. Named Peril
  - Personal Injury (\$50)
- **Water Backup**
  - \$5,000 (\$100)
  - \$10,000 (\$150)
  - \$25,000 (\$250)
- **Extended R/C**
  - 125%
  - 150% (CA only)
- **Increased Special Limits**
  - Option 1 \$250
  - Option 2 \$150 (Jewelry/Watches/Furs)
- **Ordinance of Law**
  - 10% included
  - 25% Optional (FL)
- **Family Security (\$30)**
  - Accident Insurance
  - \$15k identity Theft
- **Upgrade To Green Endorsement**



# Package Policies

- Excess Flood
  - Excess Flood application required
  - Underlying NFIP dec page
  - Elevation Cert for Flood zones A/V post firm construction
- Personal Articles Floater
  - PAF application required
  - No blanket coverage provide
  - Need detail of items
  - Appraisals Required on jewelry items \$5k+/PAF \$10k+
- Umbrella
  - Umbrella application required w/hardcopy MVR's



# Claim Service

- **Claim reporting options:**
  - Fax # - (866) 603-5519
  - Lex Call One – (800) 931-9546 manned 24/7 365 days/year – FOR NEW CLAIMS
  - Claims service center – (877) 873-9973 – FOR EXISTING CLAIMS
    - Email – [Lexingtonhomeownerproperty@aig.com](mailto:Lexingtonhomeownerproperty@aig.com)
- **Catastrophe reporting options:**
  - [lexhomeownerCAT@aig.com](mailto:lexhomeownerCAT@aig.com) (for CAT reporting)
  - 24 hour claim reporting pager – (800) 931-9546
- **All Claims assigned to a Third Party Administrator (TPA)**
  - Broker provided with TPA and Phone number at assignment



## A Consistent Market

- While many markets come and go, Lexington Insurance has a proven track record and is *here to stay* providing your clients and the broker community with the peace of mind knowing you will not have to go to market year after year to secure coverage.
- AI Risk, Lexington Insurance are all part of AIG offering you financial strength that is second to none.



# Our Service Commitment

## "BEST SERVICE"

We are committed to providing you BEST SERVICE

- Courteous and Prompt Service
- Confirm to you when Quote it received
- Expected turn around time/normally within 24 hours on qualifying accounts
- We will communicate any delay in releasing terms and expected date of release (Home office approval)



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## How To Access

Log onto [www.bigimarkets.com](http://www.bigimarkets.com) and select one of the following non-standard products from the personal lines product menu.

- AFFLUENT NON-STANDARD HOMEOWNER
- NON-STANDARD HOMEOWNER
- COASTAL HOMEOWNER
- VACANT DWELLING
- UNSUPPORTED SECONDARY HOMEOWNER
- SEASONAL HOMEOWNERS
- UNPROTECTED HOMEOWNER
- NON-STANDARD RENTAL DWELLINGS
- CORPORATE/LLC OWNED HOMEOWNER
- PERSONAL BUILDERS RISK
- NON-STANDARD CONDOMINIMUM
- NON-STANDARD RENTERS

If you have any questions about how to access Big "I" Markets or how to submit a quote, call Michael Welch at 703-706-5364.