

ARMR.Network Environmental Practice

Memorandum

September 17, 2007

Restoration Contractors Insurance Programs

ARMR.Network Your Environmental Insurance & Risk Management Experts

This is the third communication in a series designed to create competitive advantages for insurance agencies utilizing **ARMR.Network** as their Environmental Practice Group and environmental insurance wholesaler. For more information on **ARMR.Network**, please visit www.armr.net.

RESTORATION CONTRACTORS

Most restoration contractors do not envision themselves as providers of environmental services. However, with the advent of universal mold exclusions along with their work with water and drying, restoration contractors are now considered environmental contractors by insurers. They must buy environmental insurance to fill the coverage gap resulting from CGL mold exclusions.

THE INSURANCE PRODUCT

The **ARMR.Network** program combines CGL insurance with Contractors Pollution Liability (CPL) and Professional Liability including mold coverage into a single policy. One policy covering all three coverage parts results in premium savings due to sharing of limits and facilitates claim settlements if more than one line of coverage is involved. The **ARMR.Network** program benefits include:

- Professional liability covers work done under IICRC* S500 and S520 guidelines.
- Our GL/CPL/Professional insurance package policy minimum premium is only \$2,500.
- Free conversions from claims made to occurrence based CPL coverage are available.
- Mono-line CPL coverage is available.
- Premium discounts of up to 20% are available IICRC certifications.
- All our policies meet the insurance specifications of the major networks and franchises.
- We represent **all** major insurers offering insurance to restoration contractors. We provide one stop shopping convenience for you.
- **ARMR.Network** has been a leader in insuring restoration contractors for many years. Please visit our website for more information.

INSURANCE PRODUCTION TIP

Professional liability exclusions are common in GL and CPL policies. A common exclusion used in CPL policies eliminates coverage for claims arising from; *rendering or failing to render professional services, including but not limited to recommendations, opinions, strategies, reports, plan specifications, designs, equipment selection or claims related to construction management and supervisory services*. Similar exclusions can be found added to GL policies by endorsement. With both exclusions in place, the contractor has no insurance coverage for claims arising from the services they commonly provide under the S500 and S520 guidelines. ARMR policies offer coverage to fill the gap caused by GL and CPL professional liability exclusions.

Call an **ARMR.Network** today to make sure your book of business has the state of the art environmental coverage. **ARMR.Network** offers CE courses addressing environmental risk management and insurance issues. To arrange a course in your office, please contact any **ARMR.Network** office.

* The IICRC is a non-profit certification body establishing standards and educational programs for the restoration industry. <http://www.iicrc.org/>



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