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# PRIVATE CLIENT JOURNAL

The Official Newsletter of Willis Personal Lines, LLC

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## PRIVATE CLIENT

Life is full of uncertainty. With uncertainty come accidents, incidents and situations that cause injury, damage to property, and in some cases, financial ruin. Our professionals provide the best risk management and insurance solutions available in the marketplace. Our passionate associates have the expertise and knowledge to do this at the highest level. We empower them to advise clients to make decisions that are best for their unique situations.

## BOUTIQUE RISK MANAGEMENT SERVICES

The best designed and implemented insurance program will fail to satisfy your expectations if the program is not professionally managed on an ongoing basis. Your Willis Towers Watson Private Risk Advisor will:

- Be aware of and regularly discuss with you your changing needs and exposures as your assets grow and your life situation changes.
- Communicate with you regarding market changes, carrier viability and available capacity.

Willis Towers Watson Private Client can be a partner in helping to secure your future – a steady, constant support in time of both turmoil and tranquility.

# College Students and Private Client Exposures

by Julia Johnson

As you prepare to send your child off to college with the latest fashions, state-of-the-art technology, hottest wheels and a passion for social media mingling consider the following exposures to help ensure that you have the right coverage in place to properly protect your most valuable assets: your child and your wealth.

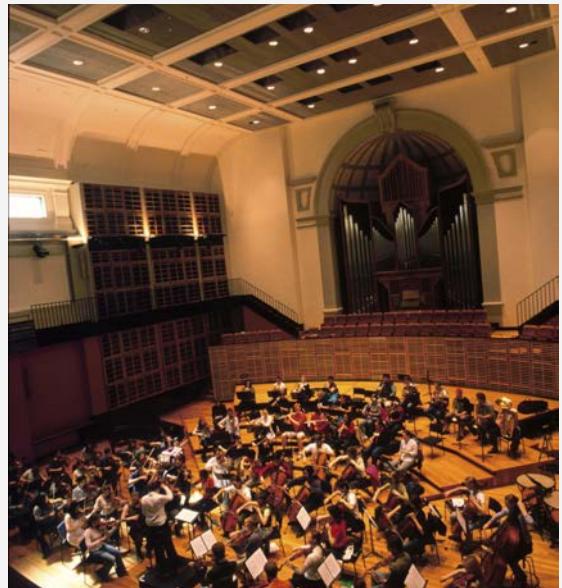
## Vigor for Vogue

Typically colleges/universities do not insure the personal property of its students. The sincere joy and sweat equity you took in purchasing the trendiest dormitory decor, electronics, computing, cooking/eating supplies and bedding essentials could be gone in sixty seconds or go up in smoke; Literally. Students living on campus should purchase their own renters insurance if not covered under your homeowner policy to protect their belongings in the event of fire, theft or vandalism.

Generally, homeowner policies provide coverage for personal possessions stored off premises up to the policy limits. Check your current homeowner policy to see how and if personal property coverages extend to your student.

## Tenacious Techie with Wild Wild Wi-Fi

Encourage your student to take steps in locking electronics and laptops in safe places by keeping their dorm room locked when stepping out or purchasing a small safe. Unauthorized access is potentially a major problem for students who use a computer or high-tech devices such as smartphones, tablets and computers, encourage long and strong passwords to hinder access to their gadgets. Leaving these devices unattended can result in your student becoming the latest identity theft victim. Likewise, the email regarding a personal assistant job offer which requires no interview and just a "trivial" amount of your student's personal details like full name,

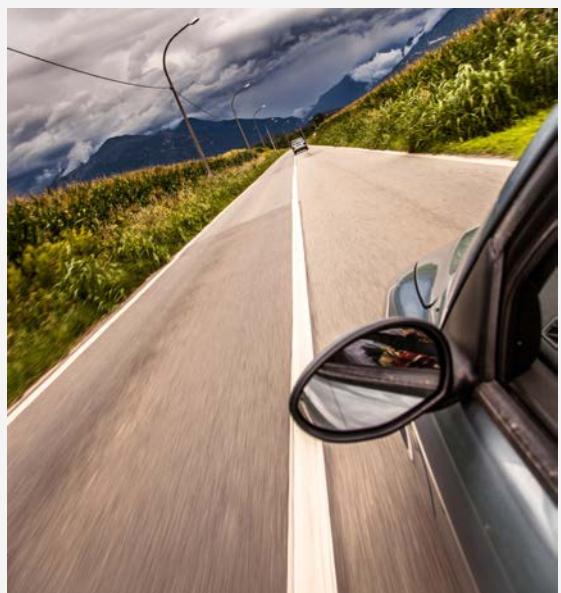


full address (no PO Boxes allowed), email address, date of birth and bank account information (for direct deposits) to secure employment can lead to disastrous financial repercussions. Urge your students to avoid the lure of unsecure Wi-Fi networks. The same features that make free Wi-Fi desirable for your student makes them desirable for hackers; specifically, that it requires no authentication to establish a network connection. This creates an amazing opportunity for the hacker to get free access to unsecured devices on the same network. A first- party cyber incident endorsement can help you stay ahead of potential online threats and facilitate your financial and emotional recovery in the unfortunate event that your student is victimized.

# College students and private client exposures Cont'd

## What's a little too fast and too furious amongst friends?

Young motorists pose a unique risk with a variety of hazardous driving habits. Mostly notably is inherent inexperience and distracted driving. Whether your student has wheels on campus, utilizes public transportation or is a proud member of the "by foot gang", your automobile policy needs to be modified. Anytime your car's primary location changes; you should update your policy information to ensure adequate coverage. Conversely, if your student does not bring a car to college and will only drive when they are visiting you for the holidays, you may potentially be eligible for an "away at school" or "occasional use" policy discount.



## Social Scholar

As instant gratification is at an all-time high, a night of youthful transgressions or alcohol-induced courage can be captured by cell phone cameras and put on the Internet for all to see. Your student should consider the high probability that a classmate may post slanderous and defaming comments or images of him or her. Hosting a party where underage classmates are drunk and boisterous or someone is sexually assaulted by a guest, or a drunken friend is paralyzed while driving back from the campus party can all result in the parents of these students filing a lawsuit against you. Be sure you and your child understand these risks as well their university's policies and legal consequences. In the event of an incident the liability from your homeowner or a personal excess liability policy can shield your financial wealth.

Sending your child off to college is a gratifying transition; a goal you have worked hard for, similar to your accumulation of wealth. Be proactive and take the time to ensure your personal insurance program addresses your specific exposures. Have a conversation with your personal risk advisor.

Julia Monique Johnson MBA, API, AINS

Sources:

AIG Private Client Group

CHUBB

Cincinnati Insurance Companies

PURE Insurance

# Inland flooding —Most Dangerous Part of Hurricane Season

It is scary to live on the coast and watch for hurricane landfall nearby but, according to Ed Rappaport of National Hurricane Center," "In the last 30 years, inland flooding has been responsible for more than half the deaths associated with tropical cyclones in the United States."

There is science behind it—and climate change is real! Warmer air carries more moisture causing heavier rainstorms. Air rises containing rain then dumps that rain further inland in staggering amounts. And we now witness the intensity and frequency of extreme rain expanding to areas no one ever thought could flood.

So think about changing weather patterns, increased land development, and aging water systems—all these things are the tangible reasons to buy flood coverage today more than ever. Every time a flood scene plays out on TV—you can feel protected.

As Americans, we love Mother Nature—but there's no doubt she can be fickle. Flooding from tropical cyclones occurs in areas even hundreds of miles inland, in areas that no one thought could flood.

Sleep better knowing you are protected from the nation's #1 natural disaster—flood loss. Call your agent for the flood talk...it's the right thing to do.

Source:  
Wright Flood Insurance



# Life Insurance Awareness

Source: LIFE - A nonprofit organization, [www.lifehappens.org](http://www.lifehappens.org)

## **Think you no longer need life insurance? You may want to think again.**

As the years go by, you may feel your need for life insurance has passed and your savings and investments, along with Social Security, will take care of whatever lies ahead. In fact, many people harbor misconceptions that prevent them from purchasing or maintaining the insurance coverage they truly need.

### **COMMON MYTHS AND MISCONCEPTIONS**

#### **I don't need life insurance once my children are self-supporting and my mortgage is paid off.**

Perhaps, but if you died today, your spouse would still be faced with daily living expenses. And what if your spouse outlived you by 10, 20, or even 30 years, which is certainly possible today? Would your financial plans, without life insurance, enable your spouse to maintain the lifestyle the two of you have worked so hard to achieve?

#### **I'll have enough money saved by the time I die to pass something along to my children and grandchildren.**

Maybe that can be achieved through long hours on the job and prudent management of your family's finances, but what if you don't live long enough to achieve your wealth-creation goals? Or what if an extended downturn in the economy negatively impacts your investments? Life insurance can create an instant estate, allowing you to leave a legacy for future generations or to fund a favorite charity or cause.

#### **Life Insurance costs too much to buy when I am older.**

While it's true that life insurance costs more the older you get, that doesn't necessarily mean that it's out of your price range. The cost for basic term life insurance has fallen by about 50 per- cent over the past 10 years. A healthy, non-smoking, 55-year-old man can buy a 20-year, \$500,000 level-term policy for roughly \$1,500 a year. For a healthy 55-year-old woman, the annual cost is about \$1,125. The cost of permanent life insurance, such as whole life, has also dropped. So if you have an ongoing need for coverage, don't assume that you can't afford it. In most cases, a qualified insurance professional will be able to help you find a policy that fits both your needs and your budget.



This year the Willis Towers Watson Private Client team had the pleasure of being a Gold sponsor for the event. Our team partnered with Chubb Private Client to provide a day of fun for the children of CCMC. The team presented gift bags filled with coloring books, crayons, games and Ferrari Lego sets for the children to bring back to the hospital with them. The smiles we brought to the kids faces while greeting them on the red carpet was unforgettable.

# Community Involvement

by Kayla Woods

Concorso Ferrari & Friends Celebrates Connecticut Children's Medical Center's Patients on June 25, 2017 on LaSalle Road in West Hartford, CT.

Founded in 2001, Concorso Ferrari & Friends is the signature automobile event for Connecticut Children's Medical Center and Southern New England. It celebrates all makes and models of Italian automobiles – from vintage Alfa Romeos, Fiats and Lamborghini's to the Supercars of Ferrari, Pagani and Maserati.

Concorso Ferrari & Friends was created by a group of owners who wanted to use their autos to bring smiles to the faces of patients while raising awareness and critical funding for Connecticut Children's Medical Center.

What once was a small gathering of friends has now grown into one of the most popular and highly attended events in Greater Hartford – raising more than \$100,000 for the Medical Center and welcoming more than 10,000 spectators and 175 autos in a single day.





# Current Auto Insurance Conditions

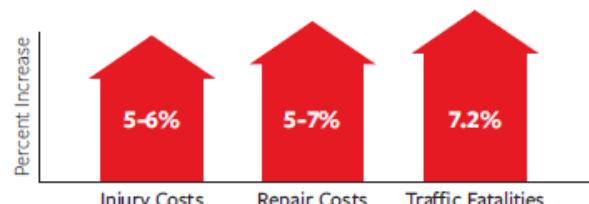
As you may be aware, the auto industry is experiencing an increase in loss costs. **Industry combined ratios have risen more than 102%** over the past five years and **frequency and severity are up** across all personal coverage types, except comprehensive. While the entire industry will no doubt be forced to respond, we wanted you to understand some of the factors that may affect premiums moving forward.

**People are buying more cars.** In 2015, Americans bought a record 17.5 million new vehicles.

**People are driving more.** Thanks to lower fuel prices and higher employment, 2015 saw the highest increase in driving in 25 years.

**Distracted driving is increasing.** According to the National Highway Safety Administration, fewer people are talking while driving. But more are texting and surfing the web.

Injury costs are rising. Driven by medical inflation and increasing claim complexity, costs are up 5-6 percent.



Insurance Information Institute, 2016; 2Strategy & Price Water House Coopers, 2016 Auto Industry Trends; 3U.S. Department of Transportation's Federal highway Administration; 4National Highway Traffic Safety Administration; 5ISO Industry Loss Trends; 6NationalSafety Council, Insurance Information Institute Coverages, packages, discounts, and other features are subject to individual insureds meeting our underwriting qualifications and to state availability.

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## Message from our National Practice Leader



Our professionals provide the best risk management and insurance solutions available in the marketplace.

Our passionate associates have the expertise and knowledge to do this at the highest level. We empower them to advise clients to make decisions that are best for their unique situations.

We focus on our clients' security and provide peace of mind so they can focus on life.

Our mission is to attract and retain the finest talent in the personal risk services space, invest in their learning and development and empower them to provide the BEST service in the industry.

We are passionate, we give back and we have fun.

Tyler Banks  
National Practice  
Leader & CEO