

# 7 COMPELLING REASONS TO INSURE YOUR BUSINESS

## Why Contractors and Construction Managers Need Professional Liability Insurance.

*When times are tough, companies have to examine their expenses carefully. Some contractors and construction managers may even consider going without professional liability coverage to save some money. However, dropping your coverage can cost you more than you think. Here's why:*

### **1. If you drop coverage now, it will be as though it never existed.**

*All of the professional liability policies on the market are claims-made policies, meaning that coverage must be active at the time of the claim to be covered. So carefully consider the projects you've recently worked on. Even if your policy was active while working on a project, if a claim is brought after you've let your coverage lapse, it won't be covered. Keeping your coverage—even after a project is completed—is the best way to protect yourself against claims in the future.*

### **2. Insurance protects your assets.**

*The average cost of a claim against a contractor firm is around \$120,000 when payment is made to the plaintiff. And, remember, even frivolous claims cost you time and money. We can offer limits of up to \$10 million dollars to help ensure your assets remain yours.*

### **3. Pay less for continuing education credits.**

*In fact, pay nothing. You may be required to achieve a certain number of CE credits or learning unit (LU) hours each year to keep your professional license. As a Schinnerer & CNA policyholder, you can update those skills with VEPOnline, our continuing education course on managing risk. When you incorporate the VEP as part of your larger risk management program, your firm may even qualify for premium credits.*

### **4. Who will be with you when a claim is brought against your firm?**

*If you're a Schinnerer & CNA policyholder, the answer is easy. When a lawsuit is brought against you, Schinnerer & CNA will provide you with a defense attorney who will fight for you and your reputation. We also offer pre-claims assistance to help you deal with a problem before it becomes a claim.*

### **5. You may be contractually required to have professional liability coverage.**

*Many projects require contractors and construction managers to have professional liability insurance. Keeping up your professional liability coverage is an excellent way to make sure you're meeting your obligations—both past and present—and ensures your eligibility for more projects.*

### **6. You get easy web access to our risk management library.**

*When you're insured with Schinnerer & CNA you get access to the secure section of our risk management website. It contains information and articles to help you take control of your risks. These include our Design Liability in Design-Build Guide that addresses the risks of the parties involved and our Contractors Design Liability Contract Guide, used to assist with contract language.*

### **7. As a professional, you owe it to yourself.**

*Being a contractor or a construction manager isn't just a job. It's a profession. And since you are a professional, your clients have high expectations of your work. Wouldn't they rather work with someone who's taken the time to get insured? You're responsible for upholding a standard of care in your community and safeguarding public health, welfare and safety, so you must take purchasing insurance to protect yourself and your clients seriously.*

### **Call for more information.**

*For more about the Schinnerer & CNA Contractor and Construction Management program—contact your independent agent or broker. Or contact us directly at:*

