

INTERNATIONAL ADVANTAGE[®]

OVERSEAS INSURANCE COVERAGE

International Advantage[®] and the Executive Assistance[®] Services provided by this coverage are designed to protect your employees who travel, even infrequently, to locations outside the U.S. The following gives a description of the types of companies who may need this coverage and the protection it provides.

WHEN DOES A FIRM NEED INTERNATIONAL ADVANTAGE?

If you answer yes to any of the following questions, call us.

- ✓ Do you have employees who travel outside the U.S.?
- ✓ Do you have employees temporarily or permanently stationed in other countries?
- ✓ Does your firm participate in international exhibitions or trade fairs?
- ✓ Do you export products outside the U.S.?
- ✓ Do you have foreign licensees selling your products? The program offers product liability coverage to U.S. based businesses.
- ✓ Do you perform service or repair work overseas?
- ✓ Do you work on any military bases that are located outside the U.S.?
- ✓ Does your organization sponsor trips, tours or study groups abroad?
- ✓ Do you have international sales offices, or have operations overseas?
- ✓ Do you advertise or sell products on the internet? If so, you may be selling to customers overseas. International Advantage includes product liability for products sold outside the U.S. via direct sales, advertising, catalogs or the internet.

MY EMPLOYEES DON'T TRAVEL INTERNATIONALLY FOR LONG PERIODS OF TIME. DO I REALLY NEED THIS COVERAGE?

That depends. What kinds of risks do your employees face? If you answered yes to any of the questions above, you have exposures that will ultimately be your responsibility to protect if something goes wrong. Here are some common examples of the type of risks International Advantage can help with.

- **A car accident.** We all know that driving on unfamiliar roads increases the likelihood of an accident. When that happens, and if someone is injured, the need to find a doctor who speaks English can be critical.
- **Stolen goods.** Your employee is on the way to visit a client when his/her wallet is stolen. Travel assistance helps the employee get the replacement documents he/she needs to continue travelling and return home.

- **Arrest and incarceration.** Sometimes even a seemingly minor infraction can land someone in jail. What do you do? Executive Assistance Services can provide crisis management and coordination to help evaluate the situation and determine the options available to remedy the situation.

CAN YOU GIVE ME EXAMPLES OF CLAIMS SCENARIOS?

Here are a few examples based on real world problems. You can access more examples on www.aceadvantage.com, or give us a call at 301-961-9800.

- **Premises Legal Damages:** On trip to South Africa, a U.S. engineering executive accidentally allows the bathtub in a rented corporate apartment to overflow, causing water damage to the apartment and to several floors below. The premises liability claim results in substantial premises legal damages not covered by the employer's U.S. GL policy, which provides for loss due to fire. International Advantage would cover this incident.
- **Voluntary Compensation:** A U.S. firm hires a Mexican national to assist with a South American civil engineering project. The Mexican national injures his back when working in a clients' Brazilian office. The Mexican Social Security system does not cover work-related injuries sustained outside the nation's borders. The International Advantage policy provides Mexican work injury benefits to the employee if the injury is sustained on the job.
- **Repatriation:** The president of a large U.S. architectural firm suffers a broken hip on a trip to China that requires a delicate operation. Evacuation to a Hong Kong hospital is medically necessary for him to receive proper treatment. International Advantage pays the repatriation costs under the Executive Assistance services.
- **Non-occupational Illness:** An employee of a U.S.-based engineering firm travels to Australia to conduct an audit in the Sydney branch office. The worker suffers a heart murmur in the hotel room and is treated at a local hospital. He pays the bill with a personal credit card. Back in the US, his HMO refuses reimbursement for the expense since his policy does not provide extra-territorial medical reimbursement. The International Advantage medical insurance covers expenses and/or out-of-network charges if the employee's does not and guarantees payment to a hospital.
- **Commercial Property:** A U.S. based service company maintains a sale office in France. During a severe thunderstorm, the building's windows are blown out and the office equipment is damaged by torrential rains. The International Advantage policy pays for property damage at a covered location.

The information provided is for illustrative purposes only and is not a contract. It is intended to provide a general overview of the policy described. Nothing contained herein should be construed as an acknowledgement by Schinnerer that a given situation may be covered under a particular policy. Copyright 2007 by Victor O. Schinnerer & Company, Inc.

International Advantage[®] is a member of the ACE Global Underwriting Group, which is a division of ACE USA, the U.S.-based retail operating division of the ACE Group of Companies. Package policies issued via the International Advantage[®] program are underwritten by ACE American Insurance Company, rated A+ (Superior) by A.M. Best (ratings as of November 14, 2007).

INTERNATIONAL ADVANTAGE[®]

AND THE EXECUTIVE ASSISTANCE SERVICES

The Executive Assistance[®] Services included as part of the International Advantage[®] coverage are the leading reason why companies buy this insurance. It is a package of emergency medical, personal, travel and security assistance coordinated through two of the world's leading providers of such services, Europ Assistance and iJET Intelligent Risk Systems.

WHAT DOES EXECUTIVE ASSISTANCE INCLUDE?

There are four components to Executive Assistance.

1) Medical Assistance help includes:

- a. Emergency Medical Evacuation, when adequate medical facilities are not available locally.
- b. Repatriation, to the country of which the employee is a citizen or resident, when medically necessary.
- c. Hospital admission deposit of \$10,000 (US).
- d. Medical monitoring, including regular communication to someone designated by the employee.
- e. Dispatch of a doctor or specialist when the employee's condition cannot be adequately assessed locally.

2) Personal Assistance includes:

- a. Pre-trip medical referral information that provides multi-lingual doctors and contact information for hospitals.
- b. Emergency medication—arrangements for transportation.
- c. Embassy and consular information.
- d. Lost document assistance for replacing important documents such as passports or credit cards.
- e. Emergency message transmission.

Personal Assistance (cont.)

- f. Emergency cash (up to \$1,000 in local currency).
- g. Access to local attorneys.
- h. Emergency translator or interpreter services or referrals.
- i. Benefits verification and claims assistance.

3) Travel Assistance, when an employee is hospitalized or evacuated, includes:

- a. Return of travelling companion and dependents.
- b. Return of vehicle to a rental agency.
- c. Emergency family travel arrangements to join a hospitalized employee.

4) Security Assistance includes:

- a. Travel security information.
- b. A security support center staffed by professional consultants.

Medical, Personal and Travel Assistance is provided through Europ Assistance.
Security Assistance is provided through iJET Intelligent Risk Systems.

For more information on International Advantage, call your broker, or give us a call at 301-961-9800.



Victor O. Schinnerer & Co., Inc. / Two Wisconsin Circle / Chevy Chase, MD 20815-7022 / Phone: 301-961-9800 / Fax: 301-951-5444 / Website: www.Schinnerer.com / Email: vos.info@Schinnerer.com