IT NEVER HURTS TO GET A SECOND OPINION ON YOUR INSURANCE.

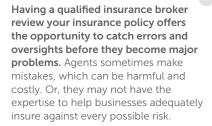
HERE'S OUR **TOP 3 REASONS** YOU SHOULD HAVE YOUR POLICIES REVIEWED.



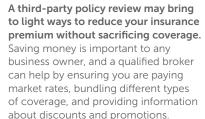


Getting a second opinion of your insurance coverage will help catch any gaps created by recent changes and ensure money is not wasted. Change is expected, but sometimes it can create new circumstances that are not covered under an old insurance policy. These gaps can be extremely costly for a business caught without adequate coverage. Other changes might make insurance levels excessive, leading businesses to spend money unnecessarily.











# YOUR BUSINESS COULD BE AT RISK FROM INSURANCE COVERAGE GAPS. REVIEW BEFORE YOU RENEW.

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#### **DID YOU KNOW?**



Small businesses **predicted** to make a business insurance claim in the next 10 years.

According to The Hartford's 2015 report

8.8%

Small businesses **predicted** to make a business insurance claim in any given year.

Extrapolated from data in The Hartford's 2015 report



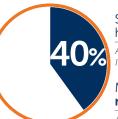
Businesses
experienced an
event in 2016 that
could have led to an
insurance claim

According to Insureon's 2017 survey.

Why is there such a large discrepancy between predicted claims and actual experiences? Perhaps, even though small businesses are experiencing risk events, they aren't filing claims.

#### Why not?

The answers may lie in the rates of uninsured and underinsured, as well as concerns about premium prices rising after a claim.



### Small business owners have **no insurance**

According to the Insurance Information Institute

Many businesses **never reopen** after a disaster

According to SCORE, a nonprofit association dedicated to helping small businesses



Businesses in the U.S. underinsured by **40% or more** 

According to Marshall & Swift/Boeckh

## MOST COMMON INCIDENTS AND CORRESPONDING INSURANCE POLICY

22.2%

Client complaint or contract dispute
Professional Liability Insurance

10.6%

**Employee injury** 

Workers' Compensation Insurance

8.8%

**Burglary or theft** 

Commercial Property Insurance

6.6%

Fire, storm damage, or cracked pipes Property Insurance

2.4%

**Customer injury** 

General Liability Insurance

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