

# Sompo GRS Insights

We are pleased to introduce the next installment of our *Sompo GRS Insights* newsletter, a forum dedicated to sharing news, tips, trends, recent successes and new developments at Sompo Global Risk Solutions impacting our brokers and insureds.

As always, we appreciate your continued support and thank you for selecting Sompo Global Risk Solutions to be part of your risk and insurance programs.

## ABOUT US

Sompo Global Risk Solutions offers comprehensive multi-line capabilities targeted at select industry verticals. Servicing middle market and large accounts domiciled in the U.S. and with minimum annual P&C premiums of \$250K, we work through a network of retail brokers who share our commitment to long-term partnerships built on white glove service. We currently serve the following industries:

- Financial Institutions
- Professional Services
- Real Estate & Hospitality

## CONTACT US

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If you would like to subscribe to **Sompo GRS Insights**, please email Ionel Rizea at [irizea@sompo-intl.com](mailto:irizea@sompo-intl.com)

## September 2017

Welcome to our Fall edition of Sompo GRS Insights.

This past year has been extremely exciting for GRS. A few months ago, we marked our one year anniversary and are very pleased by the overwhelming response we received from the market. Our results have been outstanding and we could not have accomplished this without each of you – thank you!

For all those who were impacted by Hurricane Harvey, our thoughts are with you as you deal with the aftermath of this devastating storm and the damage that it has caused. We want to remind you that our Claims team is prepared to work with you to address any loss experience promptly and fairly.

In addition to insuring our clients against loss, over the last few months we have introduced several new risk management initiatives to reduce loss experience. To identify potential risk transfer opportunities, our Claims team along with strategic law firm partners is offering complimentary initial review of contracts, leases, and key documents to our General Liability clients. At the same time, our Loss Control team has introduced a suite of loss control tools for our Property accounts, including infrared thermography, job task force evaluation, walkway slip evaluation and gas monitoring. We are committed to the markets we serve and will continue developing our consultative risk management capabilities to assist our clients to identify ways to improve and differentiate their business operations.

We are very excited to announce that we have established our inaugural Client Advisory Board, consisting of key clients in our Real Estate & Hospitality sector, with the theme of “Building Better Together”. Later this month, we will be convening in-person to discuss emerging industry trends; obtain input on new products, enhancements and services; share perspectives on legal, loss control, and claims’ thought leadership topics; and encourage networking among peers. We anticipate lively discussions and we are committed to building on the ideas and insights that emerge.

As we continue to build on our momentum, we look forward to expanding into new markets and opening doors with new clients. Stay tuned, we are just getting started!

I encourage you to contact our team at any time with questions or suggestions.

### Michael Chang

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## NEW AND NOTEWORTHY

### Barbara Frare to Speak at Willis Towers Watson’s 2017 Construction & Real Estate/Hotel Risk Management Conference

On September 13th, Barbara Frare, SVP Real Estate & Hospitality Leader, Western Region will join leaders from Zurich, C.V. Starr and AWAC on the “Real Estate, Hotel & Gaming – Senior Underwriting” panel at Willis Towers Watson’s 2017 Construction & Real Estate/Hotel Risk Management Conference.

### Michael Nardiello and Jason Dockery to Present at the Marsh 2017 Global Real Estate and Hospitality Conference

Michael Nardiello, SVP Property Product Leader and Jason Dockery, SVP Real Estate & Hospitality Leader, Eastern Region will speak at Marsh’s 2017 Global Real Estate and Hospitality Conference being held on October 10th – 11th in Chicago. Michael will cover trends related to the property market space while Jason will address exposures such as liability risk, cyber risk, environmental risk, and D&O.

### Jason Dockery to Speak at the McGriff, Seibel and Williams 2017 Real Estate Edge Conference

Jason Dockery, SVP and Real Estate & Hospitality Leader, Eastern Region will be a panelist on the “Which Way Is the Wind Blowing” session at the 2017 Real Estate Edge Conference in Miramar, Florida on October 23rd – 25th. The discussion will provide attendees with an update on current trends impacting the P&C market.

### Join Sompo International at RIMS Chicagoland Risk Forum, October 9-10, 2017

Please join Ionel Rizea, GRS Chief Business Development Officer and Barbara Frare, Real Estate & Hospitality Industry Leader, Western Region at the 3rd Annual RIMS Chicagoland Risk Forum, being held in Chicago October 9th – 10th. We look forward to connecting with industry professionals.

## RECENT ACCOUNT SUCCESSES

We are pleased to share with you examples of our recent account successes

Industry Class	Product	Premium	Limit	Risk Description
Commercial Real Estate	GL, Auto, Umbrella	\$700K	\$1M Limit/\$1M Limit/\$25M Limit	Mixed Portfolio
Financial Institutions	GL, WC, Umbrella, Property	\$750K	\$1M Limit/Statutory/\$20M Limit/\$25M Limit Ground Up	Insurance Firm
Financial Institutions	GL, WC, Auto	\$650K	\$1M Limit/Statutory/\$1M Limit	Banking Institution
Hospitality	GL, WC, Auto, Umbrella	\$1.5M	\$1M Limit/Statutory/\$1M Limit/\$25M Limit	Golf Operator
Hospitality	GL, WC, Auto	\$1.6M	\$1M Limit/Statutory/\$1M Limit	Arts Center
Commercial Real Estate	GL, WC, Auto, Umbrella, QS Property	\$800K	\$1M Limit/Statutory/\$1M Limit/\$20M Limit/\$25M Limit Primary	Healthcare REIT
Hospitality	GL, WC, Property	\$1.8M	\$1M Limit/Statutory/\$2.5M Limit	Hotel Portfolio
Commercial Real Estate	GL, WC	\$1.1M	\$1M Limit/Statutory	Professional Services
Commercial Real Estate	GL, QS Property	\$2.8M	\$1M Limit/\$15M Limit Primary	Self-Storage Facility
Commercial Real Estate	Property, Environmental	\$1.7M	\$15M Limit Primary/\$10M Limit	Mixed Portfolio
Commercial Real Estate	QS Property	\$1.4M	\$3.75M Limit Primary	Mixed Portfolio
Commercial Real Estate	QS Property	\$2M	\$25M Limit Primary	Mixed Portfolio
Commercial Real Estate	GL, Auto, Umbrella, Property	\$500K	\$1M Limit/\$1M Limit/\$25M Limit/\$2.5M Limit Excess	Mixed Portfolio
Commercial Real Estate	QS Property	\$3.3M	\$25M Limit Primary	Mixed Portfolio
Hospitality	GL, WC, Auto	\$4.6M	\$1M Limit/Statutory/\$1M Limit	Hotel Portfolio
Financial Institutions	QS Property	\$600K	\$10M Limit Primary	Banking Institution
Hospitality	GL, WC, Auto, Umbrella	\$1.1M	\$1M Limit/Statutory/\$1M Limit/\$25M Limit	Casinos

## DID YOU KNOW...?

### Hurricane Best Practices And Preparedness

If history has taught us anything, it is that the common thread among all natural disasters is a lack of awareness and preparation. As just witnessed with Hurricane Harvey, these storms are one of nature's most destructive events, with potential maximum wind speeds greater than 200 mph and the ability to drop more than 2.4 trillion gallons of water in a single day, and are not to be taken lightly. By establishing formal safety procedures and utilizing best practice checklists, businesses can identify areas of vulnerability and take actions to prepare, potentially reducing the impacts of a catastrophic hurricane.

With the 2017 hurricane season upon us, be proactive! If a hurricane watch/warning is in effect, you can reduce the likelihood of loss — whether to property or to human life — by following the 3P's:

- **Preparation:** How well are you prepared to minimize the potential for loss during a storm? Have you established communications plans, assigned staff responsibilities and provided occupants with specific instructions for protection during the storm?
- **Protection:** Have you adopted best practices that can assist in reducing the likelihood for injury and property damages prior to and during the storm? Have you tested equipment, stocked appropriate supplies and cleared egress paths?
- **Perseverance:** Should your property sustain damage or loss, will you know how to respond? Who will account for staff, contact utilities, and work with your insurance carrier?

Sompo GRS Loss Control has created a Hurricane Safety Best Practices Checklist as a simple yet effective tool that can help your business implement hurricane best practices ahead of, during and post event.

Please contact our Loss Control Leader, Victor Sordillo, at [vsordillo@sompo-intl.com](mailto:vsordillo@sompo-intl.com) to discuss our Hurricane Checklist or any of our Loss Control services.

For additional information on hurricane preparedness, please visit the following websites:

- Ready.gov Hurricane tool-kit: <https://www.ready.gov/hurricane-toolkit>
- National Hurricane Center Tropical Storm Alerts: <http://www.nhc.noaa.gov/prepare/wwwa.php>
- NOAA Mobile Alerts: <http://oceanservice.noaa.gov/mobile.html>
- Weather.gov Hurricane Preparedness Week: <http://www.weather.gov/wrn/hurricane-preparedness>

For more information on our Hurricane Best Practices and other trending industry topics, please visit our Sompo GRS LinkedIn page at [www.linkedin.com/company/sompo-global-risk-solutions](http://www.linkedin.com/company/sompo-global-risk-solutions).