



LANDSCAPER TOOLKIT

What's included in a typical **landscaper insurance package?**



Contractors E&O
For when you make a mistake



General Liability
For situations where you could be held liable



IMPAC
For your tools and equipment

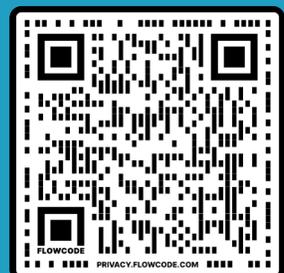


Commercial Auto
For the vehicles you depend on to do the job



Cyber
For handling the digital landscape

Scan the QR Code
TO LEARN MORE



CONTRACTORS COVERAGES & ENDORSEMENTS

- ❑ **Building**
Coverage for buildings you own, such as an office or storage building for your equipment.
- ❑ **Business Personal Property**
Coverage for contents, such as office supplies and furniture of a building you normally occupy.
- ❑ **General Liability**
Provides liability and medical expense coverage for your contracting business.
- ❑ **Commercial General Liability Enhancement Endorsement**
20 additional coverage enhancements for your contracting business (ask your Pekin Insurance Agent for the full list!).
- ❑ **IMPAC (Inland Marine Package Endorsement)**
Protects your property that is in transit or being rented. This package endorsement was designed specifically for contractors and includes many valuable coverages.
- ❑ **Commercial Property Coverage Extension Endorsement**
Adds or enhances 52 coverages under Commercial Property Coverage (ask your Pekin Insurance Agent for the full list!).
- ❑ **Contractors' Equipment (Included in IMPAC)**
Coverage for your scheduled equipment.
- ❑ **Miscellaneous Property (Included in IMPAC)**
Coverage for your hand tools, small equipment, and other items.
- ❑ **Installation Floater (Included in IMPAC)**
Coverage for building materials and supplies to be used in a job.
- ❑ **Contractors' Additional Insured/ Waiver of Rights of Recovery Extension Enhancement**
Provides automatic additional insured status on the commercial general liability coverage to a written and agreed upon person or organization.
- ❑ **Additional Insured - Owners, Lessees, or Contractors - When Required in a Construction Agreement With You - Primary and Noncontributory**
Provides automatic additional insured status on the commercial general liability coverage on a primary and noncontributory basis to a written and agreed upon person or organization.
- ❑ **Contractors' Errors and Omissions Coverage**
Provides coverage excluded by the Commercial General Liability coverage for damage to faulty work and defective products caused by negligence, errors, or omissions.
- ❑ **Cyber**
- ❑ **Commercial Auto Policy**
- ❑ **Workers Compensation Policy**
- ❑ **Commercial Umbrella Policy**

Disclaimer: This flyer is designed to give you a basic description of coverages available. It does not provide any coverage. Contact your Pekin Insurance agent for an explanation of the exact terms of the contract.



COMMERCIAL GENERAL LIABILITY *Policy*

A Comparison of Coverages Available Utilizing Our Enhancement Endorsement

	Commercial General Liability Coverage Without Commercial General Liability Enhancement Endorsement	Commercial General Liability Form or Endorsement Limit	Coverages Included in Commercial General Liability Enhancement Endorsement (CG5037)	Commercial General Liability Enhancement Endorsement Limit (CG5037)
General Aggregate Limit Per Construction Project	Available Only by Endorsement(s) to General Liability Coverage Form	Policy Limit	Automatically Included When Required in a Written Contract	Policy Limit
Voluntary Property Damage Coverage	No Coverage	No Coverage	Included on Commercial General Liability Enhancement Endorsement	\$5,000 Per Occurrence/ \$10,000 Per Policy Period
Care, Custody & Control Property Damage Liability Coverage	Available Only by Endorsement to General Liability Coverage Form	\$5,000	Included in Commercial General Liability Enhancement Endorsement	\$10,000 Per Occurrence/ \$30,000 Per Policy Period
Covered Perils for Damage to Premises Rented to Insured (7+ days)	Coverage for Fire Only	\$100,000	Extends Coverage for Damage to Premises Rented to the Named Insured to Include Fire, Explosion, Smoke Resulting From Fire or Explosion, or Leakage From an Automatic Fire Protection System.	\$300,000
Limit for Damage to Premises Rented to Insured	See Above	\$100,000	See Above	Increased to \$300,000
Liability Coverage for Damage to Electronic Data	No Coverage	No Coverage	Includes General Liability Coverage for Property Damage & Loss of Use to Electronic Data	\$25,000
Medical Payments	See General Liability Coverage Form	\$5,000	See General Liability Enhancement Endorsement	Increased to \$10,000
Supplementary Payments for Cost of Bail Bonds	See General Liability Coverage Form	\$250	See General Liability Enhancement Endorsement	Increased to \$2,500
Supplementary Payments for Loss of Earnings for Time Off Work to Assist Us in Investigation or Defense of a Claim	See General Liability Coverage Form	\$250 a Day	See General Liability Enhancement Endorsement	Increased to \$500 a Day
Nonowned Watercraft	Provides Coverage for Nonowned Watercraft Less Than 26 Feet Long	Policy Limits	Extends Nonowned Watercraft Coverage for Watercrafts Less Than 51 Feet Long	Policy Limits
Employees as Insureds - Specified Health Care Services	No Coverage	No Coverage	Automatically Included in General Liability Enhancement Endorsement	Policy Limits
Additional Insured - Lessor of Leased Equipment	Available Only by Endorsement(s) to General Liability Coverage Form	Policy Limits	Automatic Additional Insured Status for Qualifying Entity When Required in a Written Contract	Policy Limits
Additional Insured - State or Political Subdivision - Permits in Connection With the Named Insured's Premises	Available Only by Endorsement(s) to General Liability Coverage Form	Policy Limits	Automatic Additional Insured Status for Qualifying Entity When Required in a Written Contract	Policy Limits
Additional Insured - Managers or Lessors of Premises	Available Only by Endorsement(s) to General Liability Coverage Form (Described Premises Only)	Policy Limits	Automatic Additional Insured Status for Qualifying Entity When Required in a Written Contract	Policy Limits
Additional Insured Mortgagee, Assignee, or Receiver	Available Only By Endorsement(s) To General Liability Coverage Form	Policy Limits	Automatic Additional Insured Status for Qualifying Entity When Required in a Written Contract	Policy Limits
Newly Formed or Acquired Organizations	Included for 90 Days	Policy Limits	Included for 180 Days	Policy Limits
Knowledge of an Occurrence or Suit	Knowledge of an Occurrence Claim or Suit by an Employee or Agent May Constitute Knowledge of the Named Insured	Policy Limits	Clarifies Obligations to Notify of an Occurrence or Suit Only When Specific Insured's or Persons or Organizations Have Knowledge of an Occurrence or Suit	Policy Limits
Property Damage Liability Coverage for Borrowed Equipment While Off Premises	No Coverage	No Coverage	Includes Off Premises Property Damage Liability Coverage for Borrowed Equipment	\$10,000 Per Occurrence/ \$30,000 Per Policy Period
Unintentional Failure to Disclose Hazards	States as a Condition of Coverage That Coverage Could be Denied if All Hazards Are Not Disclosed	Policy Limits	Amends Commercial General Liability Condition to State if Unintentionally Named Insured Fails to Disclose All Hazards Before General Liability Coverage Came in to Effect, Coverage Will Not Denied Based Solely on Such Failure	Policy Limits
Liberalization Condition	No Coverage	No Coverage	Coverage Is Automatically Broadened When the General Liability Coverage Form Is Broadened Without an Additional Premium Charge as of the Date the Revision Is Effective in the Insured's State	Policy Limits
Bodily Injury Definition	Defines Bodily Injury to Include Sickness, Disease, or Death	Policy Limits	Broadens the Definition of Bodily Injury to Include Sickness, Disease, Mental Anguish, Mental Injury, Shock, Fright, or Death	Policy Limits



COMMERCIAL PROPERTY COVERAGE

	A Comparison of Coverages Available Utilizing Our "Package" Endorsements	
	Coverages Included for Risks With the Building and Personal Property Coverage Form and Special Causes of Loss Form at Pekin Insurance	Coverages Included for Risks With the New Commercial Property Coverage Extension Endorsement (CP7596 Or CP7594) at Pekin Insurance
Inventory or Appraisal Expense	No Coverage	\$5,000
Lock Replacement	No Coverage	\$1,000
Money & Securities	No Coverage	\$10,000 Inside/\$10,000 Outside
Money Orders & Counterfeit Money	No Coverage	\$2,000
Newly Acquired or Constructed Property - Buildings	\$250,000 (30 days)	\$1,000,000 (90 Days)
Newly Acquired or Constructed Property - Business Personal Property	\$100,000 (30 Days)	\$500,000 (90 Days)
Non-Owned Detached Trailers	No Coverage	\$5,000
Ordinance or Law - Coverage for Demolition Cost of Undamaged Portion of Building	No Coverage	\$25,000
Ordinance or Law - Coverage for Loss in Value of Undamaged Portion of Building	No Coverage	Included in Building Limit
Ordinance or Law - Coverage for Increased Cost of Construction for Damaged & Undamaged Portion of Building	No Coverage	\$25,000
Outdoor Fences	\$1,000 (5 Named perils)	\$10,000 (Special Perils)
Outdoor Property	\$1,000	\$10,000
Outdoor Signs - Attached to a Building	\$1,000	Included (Special Perils)
Outdoor Signs - Detached From a Building	\$1,000 (5 Named Perils)	\$10,000 (Special Perils)
Outdoor Radio and Television Antennas (Including Satellite Dishes)	\$1,000; No Coverage for Satellite Dishes	\$10,000
Outdoor Trees, Shrubs, or Plants	\$1,000 Per Occurrence/ \$250 Per Tree, Shrub, or Plant	\$10,000 Per Occurrence/ \$500 Per Tree, Shrub, or Plant
Peak Season Increase (B.P.P.)	No Coverage	B.P.P. Limit Automatically Increased by Lesser of 30% of B.P.P. Limit or \$25,000
Personal Effects of Owners, Partners, Officers, or Employee	\$2,500	\$25,000*
Pollutant Cleanup and Removal	\$10,000	\$25,000
Preservation of Property	10 Days	60 Days
Rewards	No Coverage	\$10,000
Spoilage (Power Outage)	No Coverage	\$10,000
Temporary Plates/Boarding Up of Openings Due to Damaged Glass	No Coverage	Included
Tenant's Liability for Building Glass	No Coverage	Included
Utility Services - Business Income	No Coverage	\$5,000
Utility Services - Direct Damage	No Coverage	\$10,000
Valuable Papers & Records	\$1,000	\$100,000 Inside/5,000 Outside
Water Back-Up of Sewers or Drains	No Coverage	\$10,000 Per Occurrence/\$50,000 Aggregate

*\$5,000 limit on employee tools.

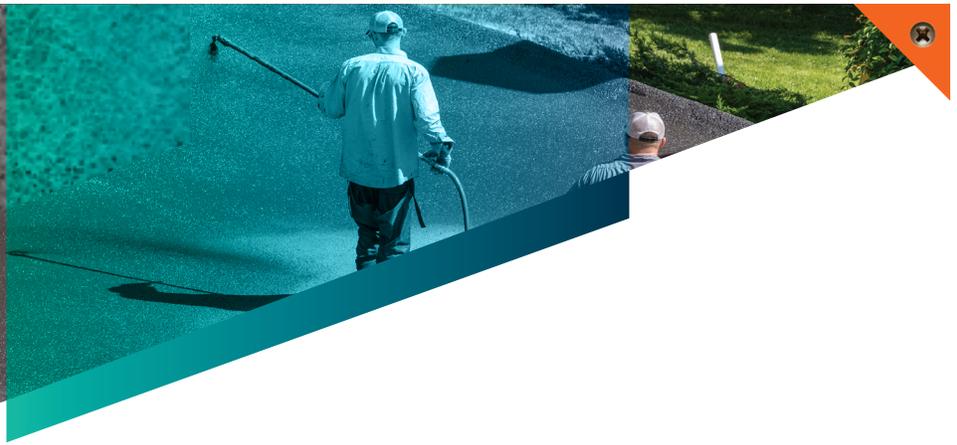
This summary is intended to highlight the features of the Commercial Property Coverage Extension Endorsement. If there is any conflict between the endorsement and this summary, the provisions of the endorsement will prevail. Please refer to the endorsement for a detailed description of coverages, limitations, and exclusions.



COMMERCIAL PROPERTY COVERAGE

A Comparison of Coverages Available Utilizing Our "Package" Endorsements

	Coverages Included for Risks With the Building and Personal Property Coverage Form and Special Causes of Loss Form at Pekin Insurance	Coverages Included for Risks With the New Commercial Property Coverage Extension Endorsement (CP7596 Or CP7594) at Pekin Insurance
Accounts Receivable	No Coverage	\$100,000 Inside/\$5,000 Outside
B.P.P. in Open	100 Feet	1,000 Feet
Business Income (Actual Loss Sustained)	No Coverage	\$50,000
Business Personal Property Temporarily Off Premises While Not in Transit (Includes Business Personal Property at Fairs & Exhibitions and Business Personal Property in the Care, Custody & Control of a Salesperson)	\$5,000; No Coverage While in Care, Custody, or Control of a Salesperson No Coverage While at Fairs or Exhibitions	\$25,000 - Coverage Is Applicable While at Fairs or Exhibitions and Whether or Not in the Care, Custody & Control of a Salesperson
Business Personal Property While in Transit Off Premises	\$1,000	\$25,000
Business Personal Property of Others	\$2,500	\$25,000*
Change in Temperature or Humidity	No Coverage	\$25,000
Civil Authority	No Coverage	Included for Up to 4 Weeks, Subject to Business Income and/or Extra Expense Limit
Collapse	Included	Included
Computer or EDP Equipment Hardware	No Coverage	\$15,000
Debris Removal - Additional Coverage	\$5,000	\$25,000
Electronic Data Restoration	No Coverage	\$10,000
Employee Dishonesty	No Coverage	\$5,000
Extended Business Income (Actual Loss Sustained)	No Coverage	Included for Up to 30 Days, Subject to Business Income Limit
Exterior Building Glass	\$100 Per Pane/\$500 Per Loss	Included
Extra Expense (Actual Loss Sustained)	No Coverage	\$50,000
Fine Arts	No Coverage	\$25,000 (MRK Value)
Fire Department Service Charge	\$1,000	\$25,000
Fire Protection Equipment Recharge (Other Than Portable Fire Extinguishers)	No Coverage	\$25,000
Fire Protection Equipment Recharge (Portable Fire Extinguishers)	No Coverage	\$25,000
Forgery or Alteration	No Coverage	\$5,000
Inflation Guard (Building)	No Coverage	6% or % Selected, Whichever is Greater
Interior Building Glass	\$100 Per Pane/\$500 Per Loss	Included



CONTRACTORS' ERRORS & OMISSIONS

Contractors' Errors and Omissions Coverage provides coverage for faulty work or defective products that are a result of a negligent act, error, or omission on your (the insured's) part or from a defect in material or a product sold or installed by your business. This is a business risk that is excluded by the Commercial General Liability policy.

WHO IS ELIGIBLE?

More than 30 eligible residential contractor classes (subject to eligibility requirements) including the following popular classes:

- Air Conditioning System/ Equipment Install
- Cable TV Installation/Hook Up
- Carpentry - Interior
- Ceiling/Wall Install - Metal
- Door/Window/Millwork -Install
- Driveway/Sidewalk - Paving
- Drywall/Wallboard Installation
- Electrical Work - In Building
- Fence Erection Contractor
- Floor Cover Install - Not Ceramic, Tile or Stone
- Furnace/Fixture - Install -Office
- Grading of Land
- Heat Equipment Dealer -Install - n/LPG
- Heat Equipment Dealer - Install
- House Furnishing Install
- Janitorial Service
- Landscape Gardening
- Lawn Care Service
- Masonry
- Office Machine - Install/ Inspection
- Painting - Interior or Exterior (<3 stories)
- Paperhanging
- Plastering/Stucco Work
- Plumbing - Commercial/ Industrial
- Plumbing - Residential/ Domestic
- Refrigeration System Equipment Dealer Commercial
- Septic Tank System Install/ Service
- Sheet Metal Work - Outside
- Siding Installation
- Tile/Stone/Marble - Interior Construction
- Water Softening Equipment -Install
- Window Cleaning

COMMERCIAL LIABILITY VERSUS CONTRACTORS' ERRORS AND OMISSIONS COVERAGES

WHAT'S THE DIFFERENCE AND WHY IT MATTERS TO YOUR BUSINESS?

As a contractor, you work hard to do the job right. But even good work can go wrong. Materials fail. Measurements are off. Something gets installed incorrectly. When that happens, not every insurance coverage responds the same way.

That's why both General Liability (GL) and Contractors' Errors and Omissions (E&O) are essential to protecting your business.

What GL is designed to cover	Where Contractors' E&O steps in
<p>General Liability helps protect your business when someone else is hurt or their property is damaged because of your work.</p> <p>This coverage can help when:</p> <ul style="list-style-type: none">• A customer or visitor is injured at your job site• You accidentally damage a customer's property• A subcontractor causes damage or injury while working for you <p>It does not pay to fix or replace your own work.</p>	<p>Contractors' Errors and Omissions coverage is designed to protect you when the problem is your work itself.</p> <p>This coverage can help when:</p> <ul style="list-style-type: none">• Completed work turns out to be faulty or defective• A product you installed fails and causes damage• An error or oversight means work has to be repaired, replaced, or redone <p>It helps cover the costs that General Liability typically excludes.</p>

WHY CONTRACTORS SHOULD HAVE BOTH

General Liability and Contractors' Errors and Omissions cover different risks. One does not replace the other.

- General Liability protects you from accidents and injuries involving others
- Contractors' E&O protects you from costly mistakes tied to your workmanship or products

Together, they provide more complete protection for your business, your reputation, and your bottom line.



IMPAC COVERAGE FOR CONTRACTORS

PROTECT YOUR TOOLS, EQUIPMENT, AND MORE

Your equipment is key to your trade. Without it, you have nothing. Our IMPAC coverage form provides the following package of coverages for your tools and equipment to keep your business protected.



Contractors' tools and equipment

Coverage is available for your tools and equipment—up to \$5,000 per item unscheduled, with a maximum of \$25,000 per event. This applies only to tools you own or lease for **over** 30 days. You can increase this limit if needed.



Contractors' tools and equipment leased or rented

Get up to \$25,000 in coverage for tools and equipment rented or leased for **less than** 30 days. You can increase this limit if needed.



Rental reimbursement

You'll get \$500 a day, up to a maximum of \$10,000, to help cover the cost of renting similar tools and equipment if your own contractors' tools are damaged and unusable due to a covered incident.



Computers or electronic data processing equipment

Coverage up to \$15,000 per incident for damages to your business's computers or electronic equipment.



Construction-related materials

Protect your construction materials and supplies with coverage up to \$25,000 per incident, whether you own them or are responsible for them. This applies at the job site and during transport. You can increase this limit if needed.

Additional IMPAC coverages: Electronic Data and Media, Valuable Papers and Records, and Accounts Receivable.

This summary outlines the coverages included in the Contractors' IMPAC Coverage Form. It is intended to provide a basic description and does not constitute coverage itself. All coverages are subject to exclusions, conditions, and limitations specified in the coverage form and your policy. For a complete description of coverages, limitations, conditions, and exclusions, please refer to the coverage form.



CYBER SHIELD

REBOOT YOUR COVERAGE
FOR THE DIGITAL AGE



 = COVERAGE
 = NO COVERAGE

Cybercriminals can attack 93% of company networks.
61% of data breaches directly affect small businesses.

COVERAGE	CYBERSHIELD	CYBERSHIELD MAX
Data Compromise Response Expenses	✓	✓
Computer Attack	✓	✓
Privacy Incident Liability	✓	✓
Network Security Liability	✓	✓
Electronic Media Liability	✓	✓
Identity Recovery	✓	✓
Cyber Extortion	✓	✓
Misdirected Payment Fraud	✗	✓
Computer Fraud	✗	✓
Telecommunications Fraud	✗	✓

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CYBER SHIELD

REBOOT YOUR COVERAGE FOR THE DIGITAL AGE

CYBERSHIELD COVERS

- **Data Compromise Response Expenses**
Designed to provide you with the resources you need to respond to a breach of personal information
- **Computer Attack**
Coverage that assists you in responding to a computer attack that damages your systems and data
- **Privacy Incident Liability**
Provides defense and settlement costs in the event of a lawsuit related to a breach of personal information
- **Network Security Liability**
Provides defense and settlement costs in the event of a suit alleging that a system failure on your end caused damage to a client, business party, or other third party
- **Electronic Media Liability**
Provides defense and settlement costs in the event of a suit alleging that information you displayed on a website caused damage to a client, business party, or other third party
- **Identity Recovery**
Designed to provide you, the owner of the insured business, with the case management and financial resources you need to recover your identity after an identity theft
- **Cyber Extortion ***
Helps you respond to an extortion threat
- **Misdirected Payment Fraud ***
Coverage for a situation where you or your bank have been deceived into sending money to a fraudulent destination
- **Computer Fraud ***
Designed to help you respond to a situation where an unauthorized party gains access to your computer system and uses that access to enter or alter data, causing money to be sent to a fraudulent destination
- **Telecommunications Fraud ***
Helps you respond to a situation where an unauthorized party gains access to your telecommunications system and uses that access to establish fraudulent charges with your Telephone Service Provider

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CYBERCRIMINALS
CAN ATTACK 93%
OF COMPANY
NETWORKS

43%
OF BUSINESSES
DON'T FEEL FINANCIALLY
PREPARED TO FACE A
CYBERATTACK
IN 2022

CYBERATTACKS &
DATA BREACHES
INCREASED BY
15.1%
FROM 2021

QUESTIONS?

Please do not hesitate
to reach out to your
Sales Manager!





COMMERCIAL AUTO INSURANCE

Protect Your Business Vehicles

Roadside Rescue Coverage: Help when you have a flat tire, dead battery, or empty gas tank or if you've lost your keys or locked them in your car.

Comprehensive Deductible Waived for Fire or Lightning Losses

Comprehensive or Collision Deductible Waived for Glass Repair

Expand your coverage with the optional Commercial Auto Enhancement Endorsement, which includes:

- **Hired Auto Physical Damage Coverage:** \$50,000 limit which includes \$1,000 for loss of use.
- **Loan/Lease Gap Coverage:** Pays off balance of loan or lease for a total loss of private passenger or light truck type vehicles.
- **Personal Property and Business Personal Property Coverage:** \$500 of coverage for personal property and \$500 of coverage for business personal property while contained in a covered auto.
- **Communication Equipment Coverage:** \$500 coverage for two-way communication devices and cell phones while contained in a covered auto.
- **Drive Other Car Coverage (For Executive Officers):** Provides full coverage for executive officers and spouses when operating a non-owned vehicle. (Provides medical payments and uninsured/underinsured motorists coverage for other family members.)
- **Motor Cargo Coverage:** \$1,000 of coverage for cargo while loaded or in transit in a covered auto.
- **Fellow Employee Coverage & Employee as insureds coverage (Non Owned Extension)**

The above is a general description of coverages and limits of insurance provided. No coverage is provided by these descriptions of coverages and limits of insurance. These coverages are available with our Commercial Auto Enhancement.



EMPLOYEE BENEFITS

Liability Coverage

This coverage is there to protect you if an employee or former employee claims you made a mistake while handling their benefits.

For example, if someone says they were enrolled incorrectly, given the wrong information, or missed out on a benefit because of an administrative error, and they sue or demand damages, this coverage can help pay what you're legally required to owe.

LIMITS

There are two separate limits to Employee Benefits Liability coverage:

- The each claim limit is the most we will pay for all damages to any one employee, including dependents and beneficiaries
- The aggregate limit is the most we will pay for damage due to all negligent acts, errors, or omissions insured under this coverage part

A \$1,000 deductible applies to each claim.

WHAT EMPLOYEE BENEFIT PROGRAMS ARE COVERED?

- Group life, health, dental, and disability insurance
- Profit sharing plans
- Pension plans
- Education tuition reimbursement plans
- Employee stock subscriptions
- Workers compensation
- Unemployment insurance
- Social Security benefits
- Disability benefits
- Travel, savings, or vacation plans

LIMITS OF LIABILITY

\$25,000/\$75,000
\$50,000/\$150,000
\$100,000/\$300,000
\$200,000/\$600,000
\$300,000/\$900,000
\$500,000/\$1,500,000
\$1,000,000/\$3,000,000

AN EXAMPLE OF EMPLOYEE BENEFITS LIABILITY COVERAGE

A new employee, Suzie, is hired at a restaurant. When Suzie was hired, the HR manager accidentally failed to enroll her in the company-sponsored health plan. Suzie is then in an accident requiring hospitalization. She is shocked to find out that she does not have health insurance. Suzie then filed a lawsuit. EBL insurance could limit your business's exposure because the failure to enroll was due to an error or omission in administering a health plan. A normal Commercial General Liability Policy does not cover this kind of lawsuit.



RETAINING *Key Employees*

WITH A GOLDEN HANDCUFFS BONUS COMPENSATION PLAN

Do you have an employee that makes a big contribution to the business's success and bottom line? If you ever lost that employee, your customers and your profits could go out the door with them. Then, there's training a replacement and waiting for them to come up to speed. A better option is to not lose them in the first place.

Sometimes salary alone is not enough to keep the employee on board. But, a "Golden Handcuffs" Bonus Compensation Plan could be just the right incentive to make them stay.

Under a Golden Handcuffs Bonus Compensation Plan, the employer agrees to pay the key employee bonus compensation in addition to his or her normal salary on a regular basis until retirement. Additionally, the plan can be designed to offer a retirement bonus as well.

Golden Handcuffs Bonus Compensation Plan:

- The employer chooses an employee who will be offered the plan.
- The employer and the employee sign a bonus compensation agreement which specifies two criteria:
 - The conditions that must be met for the benefit payments to begin.
 - The amount, frequency, and duration of those payments.
- The employer purchases a life insurance policy on the key employee.
- The employer pays all premiums and is the owner and sole beneficiary of the policy.
- The employer uses the cash accumulation in the policy to make bonus payments and possibly retirement payments to the employee.

- Should the key employee die during employment, the employer receives the death benefits income tax-free and uses them to offset any financial burden on the business as well as to help recruit and train a new employee.

Example of the Plan in Action

- Daniel, age 38, makes \$48,000 annually, is in good health, doesn't use tobacco, and has a wife and two children, ages 7 and 9. His boss, Tom, values Daniel as a key employee and would like to implement a bonus compensation plan to show him how much he is valued.
- Tom has decided he would like to pay Daniel a bonus every three (3) years until retirement in multiples of \$5,000. (ex. \$5,000 in year 3; \$10,000 in year 6; \$15,000 in year 9 and so on).
- Tom purchases a \$500,000 Universal Life insurance policy for an annual premium of \$12,000.
- At the end of every three years of the policy, Tom makes tax-free withdrawals of the amount necessary from the policy's cash value and pays Daniel his bonus. The payments to Daniel must be reported as income and are, therefore, deductible to the business as an expense.
- Upon retirement at the age of 65, Daniel receives his \$45,000 bonus payment. In addition, the policy still has in excess of \$80,000 in cash value which can be paid to Daniel as an additional bonus or can be used by the business to aid in hiring and training a new employee.

Ask your business clients if they have a key employee they'd like to retain. A Golden Handcuffs Bonus Compensation Plan may be just the perk to keep that employee around.



BUSINESS *Perpetuation*

MAKE YOUR BUSINESS LAST

It's tough to walk away from anything you pour your heart and soul into. But the show must go on, even if you're not there to run your business.

Do you know what would happen to your business if you fell ill or passed away unexpectedly?

A buy-sell agreement funded by life insurance could keep your business going and:

- Lock a buyer or successor into place.
- Generate cash value that can be borrowed for emergencies.
- Pay an income tax-free benefit to the beneficiary.
- Eliminate possible disagreements among business partners or your family members.

HOW A BUY-SELL AGREEMENT WORKS

A buy-sell agreement can provide a smooth ownership change.

Let's say your business has multiple owners. In a buy-sell agreement, you would all buy life insurance policies on each other.

When an owner passes away, the remaining owners would use the death benefit to buy the deceased owner's share of the business. You can also pass the business on to your family with a buy-sell agreement funded by life insurance.



LOSS CONTROL

WHAT IS LOSS CONTROL?

Loss Control is reducing and eliminating the occurrences of undesired events through safety management, engineering controls, enforcement of established procedures, frequent training, and continuous evaluation.

The vision of Pekin Insurance Loss Control is to be the premier loss control organization within the regional insurance carrier market segment and to improve the profitability and growth of the organization by actively engaging in the practice of protecting people and property.

OUR LOSS CONTROL PROCESS:

Our Loss Control focus will be to assist management in controlling losses by:

- Identifying workplace conditions that have potential to cause loss.

- Providing guidance to you in the development of safety programs and solutions to customer safety issues.
- Helping you monitor your safety program progress.

Contact your Pekin Insurance Agent for more information on how Loss Control can help your business.

SERVICES PROVIDED:

Pekin Insurance Loss Control can assist your business in identifying loss exposures by providing the following services:

- Property and Liability Surveys
- Transportation/Fleet Safety Assessments
- Workers Compensation Exposure Assessments
- OSHA Compliance Guidance

Contractors Build Dreams.
We Protect Them.

WHY WE DO WHAT WE DO

- Large Account Service
- Safety Talks for Safety Meetings
- Safety Training Courses via Streaming
- Assessment Checklists/Forms
- Safety Management Program Guidance

PROCESSES PROVIDED:

- **Analyze:** We will provide an analysis of your operation to determine how your management controls currently in place are impacting your safety performance and review your loss history to determine if there are any trends.
- **Advise:** We will discuss any recommendations we might have developed during our analysis.
- **Agree:** If we develop recommendations, we will work with you to agree on how the recommendations can be implemented.
- **Assist:** We can assist you in finding solutions to resolve your safety issues.
- **Monitor:** We can help you monitor your safety progress.

*This flyer is for summary purposes only and contains a general outline of coverage provided in the Pekin Insurance policy listed above. This is not a contract or policy. For a complete and detailed description of coverages and exclusions, contact your Pekin Insurance Agent.



24/7 NURSE ON CALL PROGRAM

Nurse On Call offers injured employees access to an occupational nurse who is available 24/7. Without making an onsite visit, the nurse assesses non-life threatening injuries and determines if treatment requires self-care, an appointment with telehealth,* a visit to an onsite clinic, or a trip to the emergency room.

With Nurse On Call and telehealth, your injured worker receives timely and professional care. Your program should also see a reduction in incurred costs, increased PPO and pharmacy network use, decreased litigation, and fewer visits to the emergency room.

Pekin Insurance partners with CorVel for the Nurse On Call program, which allows the nurse to use the preferred provider network, if needed. **Please call 911 and seek medical attention for serious or life-threatening injuries.**

BENEFITS OF NURSE ON CALL

- Facilitates early intervention with a nurse specialized in occupational care.
- Assesses the injury immediately for the right level of care and cost.
- Reduces the number of claims and unnecessary physician visits.
- Reduces lag time with quick and efficient reporting.
- Helps employees return to work quicker.
- Allows access to the preferred provider network.
- Provides access to translators in multiple languages.

*Telehealth provides injured employees with immediate access to a physician via iOS/Android phone, tablet, or a computer with video. This is ideal for sprains, strains, and other non-emergency, medical-only injuries. Telehealth saves time by eliminating the need to schedule and travel to appointments.

HOW TO USE NURSE ON CALL

1. The employee contacts the supervisor to report an injury.
2. The supervisor and injured employee call Nurse On Call at 833-746-8308.
3. If the nurse does not refer the employee for medical treatment, the nurse gives self-care instructions and follows up with the employee the next day.
4. If the employee later determines medical treatment is needed, the employee can call the nurse for reassessment.
5. The nurse will identify a preferred provider.
6. The employee needs to inform the provider they are covered by Pekin Insurance.
7. A copy of the nurse triage report is forwarded to the policyholder and Pekin Insurance.
8. If treatment is sought, a claim is generated and a claim specialist will contact the employer and injured worker.



833-746-8308



CLAIM SERVICE HIGHLIGHTS

When the unexpected happens, you should not have to navigate it alone. Our claims team is here to make the process simple, clear, and supportive, from your first call to final resolution.

HELP IS AVAILABLE ANYTIME

24/7 CLAIM CALL CENTER

Call us anytime, day or night, to report a claim or ask questions

1-888-PEKIN11 (735-4611)

If you request a call back, a claims representative will respond within **four business hours**. You will not be left wondering what comes next.

SUPPORT WHEN DISASTERS STRIKE

HIGHLY TRAINED CATASTROPHE TEAM

If a storm or major event impacts your area, our experienced catastrophe team is ready to help. Our adjusters arrive on site as quickly as possible to assess damage and begin the claims process so you can focus on what matters most.

FASTER OPTIONS FOR MINOR DAMAGE

QUICK ESTIMATE

For small auto claims such as minor fender benders, Quick Estimate offers a faster and easier way to get started. Using your phone, you can submit photos of the damage and receive an estimate without unnecessary delays or extra appointments.

Quick Estimate is free for all Pekin Insurance auto policyholders and can reduce days off the normal claims process.

To see if Quick Estimate is right for your claim, call 1-888-735-4611 when your vehicle is damaged. A representative will guide you through the process step by step.

A REAL PERSON WHO KNOWS YOUR COMMUNITY

LOCAL CLAIM ADJUSTERS

You deserve personal service during a difficult time. Our local claim adjusters understand your community and are committed to guiding you through every step of your claim. They are here to answer questions, explain your options, and help resolve your claim with care and attention.



BUSINESS INSURANCE REVIEW

2505 Court Street • Pekin, Illinois 61558
 www.pekininsurance.com • 309-346-1161

BUSINESS NAME
TYPE OF BUSINESS
ADDRESS
CITY STATE ZIP
BUSINESS PHONE HOME PHONE

PEOPLE TO CONTACT IN CASE OF EMERGENCY

ACCOUNTANT	PHONE
ATTORNEY	PHONE
OTHER	PHONE
OTHER	PHONE

PERSONAL DATA

NAME OF OWNER/SPOUSES	PERSONAL ADDRESS	OWNERSHIP %	D.O.B.

PROPERTY

CARRIER	POLICY#	EXPIRATION DATE	BUILDING COVERAGE	CONTENTS COVERAGE	LOSS OF INCOME

BUSINESS AUTO

CARRIER	POLICY#	EXPIRATION

PLEASE ATTACH A VEHICLE SCHEDULE AND DRIVERS LIST SEPARATELY.

DRIVER INFORMATION

NAME	D.O.B.	DRIVERS LICENSE #

LIFE

INSURED	CARRIER	POLICY#	TYPE#	PURPOSE	AMOUNT
				Buy/Sell	
				Key Person	
				Exec. Bonus	

#1. Permanent 2. Term 3. Combination

HEALTH

CARRIER	POLICY#	EXPIRATION	#IN GROUP	TYPE

ADDITIONAL COVERAGES

- Crime (Employee Dishonesty) Bonds Garage EDP
- Inland Marine Property of Others Signs Disability Income

NOTES AND RECOMMENDATIONS FOR CHANGES, INCREASES, AND NEW COVERAGE

We have reviewed and made the necessary changes to the insurance policies I have with Pekin Insurance to the extent I desire. I will advise my agent if I wish to change or add to my existing policies.

INSURED SIGNATURE _____ DATE _____

AGENT SIGNATURE _____ DATE _____