

ARE YOU IN GOOD HANDS?

Fifteen minutes might save you...! Like a good neighbor.... Have you met life today? Gets you back where you belong. Cash if you die. Cash if you don't. Ask about it at work. We keep our promises to you.

All good company slogans and perhaps all true, but the only promises to you that are going to be kept are the ones your agent puts in place in your behalf. The insuring company is important, and a good, sound financial institution is vital in backing the insurance you already feel is too expensive. A denied claim effectively makes your protection much more costly. Some insurance situations lend themselves to a more company focused choice, where the agent is merely a vehicle to reach the solution. Insurance packages for used car dealers are not among those. Dealers need agents willing and able to assist in construction of the solution.

The Texas independent automobile dealer industry is a niche market, requiring an uncommon approach to securing the right insurance combination. I once attended a comprehensive general liability seminar during which the garage liability policy received only twenty minutes of discussion. It's not a cookie-cutter product or one widely understood by or of interest to the agent-on-the-street. Texas dealers are fortunate in that there is no shortage of good garage insurance agents. Still you need to be armed with some key inquiries when you shop for one.

- *How many dealer policies do you write?*
- *How long have you been in the business of writing garage insurance?*
- *What is the Best Rating of your carriers?*
- *Give me names and phone numbers for five current customers, including at least two who have experienced claims.*

Asking those four simple questions narrows the field. Then call the references to further eliminate agents who may not have the expertise your insurance program requires. Your agent needs to have a working knowledge of the insurance language and definitions unique to the Texas independent auto dealers industry. Furnished autos, youthful drivers, drive-away collision, business use radius, false pretense, contract drivers, scheduled auto coverage, coinsurance penalties, premises versus auto liability, Hazard I or Hazard II exposure, garagekeepers legal versus garagekeepers excess or garagekeepers direct and the list goes on. A good garage agent is fluent in used car dealer insurance lingo. If yours isn't, then shop around before a denied claim threatens your business.

I'm eager to receive your feedback, questions and comments. If you have specific subjects or insurance questions you would like highlighted or discussed here, please let me know.

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