

# SPECTRUM UMBRELLA INSURANCE



## Help protect your business from catastrophic losses.

As a savvy business owner, you do your best to insure your investments. But are you really sure your business insurance is adequate?

Although your business liability policies are designed to protect you from the majority of risks your business might face, they are not intended to cover catastrophic losses – some of which are unfortunately too common. Losses from a serious accident could exceed your business insurance limits and start to eat into your business assets in a hurry. What if your delivery driver caused a multi-car pileup at the end of an exit ramp? What if a customer who is a high-wage earner slipped and fell in your store and as a result couldn't earn those wages any more?

What if both of these claims took place during one policy year?

### Great Protection for a Low Cost

The Spectrum Umbrella policy is designed to cover catastrophic losses that demand more than your primary liability policies can deliver. It provides

excess coverage over certain liability coverages, such as Business Liability, Employer's Liability and Commercial Automobile Liability. The cost is surprisingly small for the amount of coverage you receive. That's because your underlying policies assume most of the risk, since the Umbrella policy takes over only after your other applicable liability policies are exhausted. It May also provide protection for a covered claim when no underlying insurance applies. The Hartford's Spectrum Umbrella policy for small business owners is competitively priced and offers many benefits to give you peace of mind. Here are some of them:

- **Higher Defense Costs.** Your underlying liability policies already pay for defense costs. However, once your coverage limits have been used up, your policy may no longer pay these costs. For example, if you should lose a major suit and the judgment exceeds your policy limits, your policy would not address the amount of the judgment in excess of the policy limits or the legal costs of an appeal. If we elect to make an appeal Umbrella coverage would cover the expense of the appeal and, if necessary, any excess judgment amount up to your Umbrella limit.

- **More Protection.** You need to keep in mind the effect of the “aggregate limits” condition which is in most liability policies. If you have more than one claim during the policy year, your business owners liability policy may state that each paid claim combines with other claims to contribute to the maximum limit of your policy. For example, say your business liability policy has an aggregate limit of \$1 million. If your policy paid on a claim of \$700,000 in the second month of your policy period, that would leave only \$300,000 in coverage for the remaining policy year. Umbrella coverage would cover losses in excess of your base liability limits up to your Umbrella limit.

- **Can be Written Over Other Carrier’s Policies**  
Although the Spectrum Umbrella policy is designed to supplement Hartford liability coverages, if you prefer to maintain your Commercial Automobile Liability and/or Employer’s Liability with other high-quality carriers, The Hartford can write an Umbrella policy over their policies as well. Coverage with other carriers is subject to favorable insurance ratings by leading industry rating agencies such as A.M. Best.

- **Broad Coverage**  
In addition to higher limits, the Spectrum Umbrella policy provides broader coverage for your business than your primary liability policies provide. This important feature gives you greater peace of mind. Unless modified by an endorsement, the Spectrum Umbrella policy strengthens your coverage by:
  - Provides world wide bodily injury and property damage coverage for your Business Liability coverage. Personal and advertising injury, Commercial Automobile Liability, and Employers Liability follow the coverage territory in the primary policy.
  - Including blanket contractual liability coverage for all agreements where covered liability for future occurrences has been assumed by you.

Note: A self-insured retention (deductible) applies when there is no coverage under the underlying policy.

## The Hartford’s Added Value

Regardless of when you add your Umbrella policy, we will work with you to have all of your related policies with The Hartford share the same expiration date. Umbrella policies are designed, in part, to provide excess coverage over your underlying coverage. When an underlying policy is not maintained in force, you will still be responsible for the limits on the underlying policy over which the Umbrella policy was written before the Umbrella policy begins to pay. By having a common expiration date, you minimize the risk of having a gap in coverage due to the expiration of one of the underlying policies.

## Ease of Doing Business

With The Hartford, doing business is always easy. When you add Umbrella to your business protection, you’ll get:

- The ability to verify all of your liability policies with just one phone call.
- The ability to report a claim in just one phone call.
- Just one bill for your Umbrella and other Spectrum policies.

**Give your local independent Hartford agent a call and start enjoying the peace of mind that comes from knowing you’re covered by the business insurance specialist – The Hartford. Or, visit us at [sb.thehartford.com](http://sb.thehartford.com) for more information.**

This document outlines in general terms the coverages that may be afforded under a Hartford policy. All policies must be examined carefully to determine suitability for your needs and to identify any exclusions, limitations or any other terms and conditions that may specifically affect coverage. In the event of a conflict, the terms and conditions of the policy prevail. All Hartford coverages described in this document may be offered by one or more of the property and casualty insurance company subsidiaries of The Hartford Financial Services Group, Inc. Possession of these materials by a licensed insurance producer does not mean that such producer is an authorized agent of The Hartford. To ascertain whether a producer is a Hartford agent, please contact your state’s Department of Insurance or The Hartford at 1-888-203-3823 (Option 1).