



## More Personal Umbrella Mythbusting: Myth #3

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If you've been following the Personal Umbrella Mythbusting series, you've seen us bust 2 myths so far:

[Myth #1: A personal umbrella is something agents only need to offer to wealthy customers.](#)

[Myth #2: Millions of dollars in liability coverage must be really expensive.](#)

Let's continue on in our personal umbrella mythbusting by tackling yet another myth that prevents some agents from offering or selling umbrellas:

**MYTH:** You can't obtain an affordable umbrella for a police officer, doctor, pro athlete, or politician.

**TRUTH:** Some carriers accept these occupations without any additional underwriting or charge.

It's true that personal umbrella carriers ask about certain occupations that they believe present significantly greater risk. Some carriers won't offer coverage for those in high-risk occupations. Others will offer coverage at a higher premium to cover the additional risk they're taking on by insuring those folks. Still yet, other carriers will offer coverage without even charging extra premium for the occupation. If your customer has an occupation that may be concerning to an umbrella carrier, check with multiple carriers to find the best fit.

Also, occupations that are undesirable to some carriers may not be at all concerning to others. Examples are police officers, doctors, judges, local politicians, and even teachers. Some occupations definitely require additional underwriting or approval though, such as professional athletes, TV or radio personalities, and state senators. However, there are carriers who are willing to offer coverage.

It's important to note that, regardless of an insured's occupation, personal umbrellas typically exclude coverage for injury arising out of the insured's occupation or business pursuits. There are a few exceptions (family farm operations may be an example), but a customer should not rely on a personal umbrella to extend to business pursuits or business property.

Personal umbrella carriers vary significantly on what's considered a high-risk occupation. When you have access to multiple personal umbrella carriers, you can obtain coverage for everyone from Tom Hanks to the guy who gets his coffee. As an IIABA member, you have access to two hand-picked, highly-rated personal umbrella carriers. RLI Insurance, IIABA's preferred and endorsed personal umbrella carrier, has been working with Big I members for 25 years. They have broad underwriting guidelines and a simple, self-underwriting application. Anderson & Murison is IIABA's alternative umbrella market and is available when a customer won't qualify with RLI. Access both at [www.bigimarkets.com](http://www.bigimarkets.com) or <https://www.independentagent.com/umbrella>.