

Personal Risk Management Proposal

PREPARED EXCLUSIVELY FOR

The Smith Family

September 11, 2024



Table of Contents

Executive Summary	3
Premium Comparison	4
Homeowners - 123 Main	5
Rental - 456 Oak	6
Rental - 789 Elm	7
Valuable Articles	8
Auto	9
Excess Liability	10
Next Steps	11



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Executive Summary

Thank you for the opportunity to review your personal insurance portfolio. This proposal has been created holistically and takes your current insurance program and future needs into consideration.

The following items highlight our key findings:

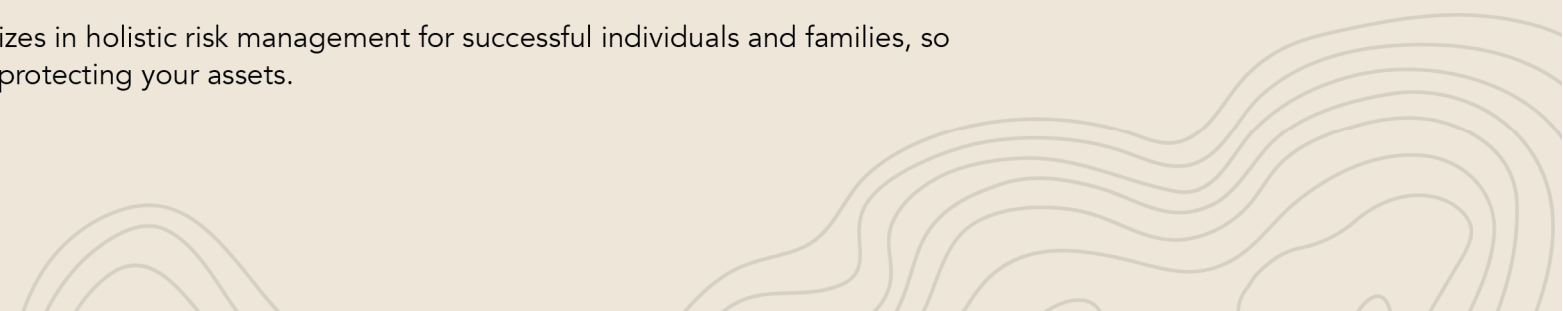
- Your home may be underinsured, leaving you at risk of 6-figure out-of-pocket expenses in the event of a total loss.
- Your deductibles are low, creating opportunities for small claims that can have long-lasting premium and insurability ramifications.
- Your excess liability limit is low in relation to your net worth.

The insurer that we found to be the best fit for your assets, lifestyle, and risk tolerance is Cincinnati Private Client. The Cincinnati Insurance Companies are recognized as a financially sound company serving policy holders for more than 65 years. Earning a rating of A+ (Superior) by A.M. Best, they have been ranked among the nation's top 25 property casualty insurer groups based on 2021 net written premiums. For more information, please visit www.cinfin.com/personal-insurance/private-client.

About Gregory & Appel

Gregory & Appel Insurance is a fiercely independent risk management advisor. The advantage is yours. As our client, you can expect transparency, integrity, responsiveness and our unrelenting commitment.

Our Private Client team specializes in holistic risk management for successful individuals and families, so you'll have a trusted advisor in protecting your assets.

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Premium Comparison



POLICY	CURRENT: State Farm	RECOMMENDED: Cincinnati Private Client
Homeowners	\$4,108	\$4,061
Rental - 456 Oak	\$1,717	\$1,231
Rental - 789 Elm	\$1,206	\$655
Valuable Articles	N/A	\$620
Auto	\$3,901	\$2,046
Umbrella	\$1M = \$307	\$3M = \$669
Total Annual Premium	\$11,239	\$9,282

Market Analysis

CARRIER	LINES OF COVERAGE	PREMIUM
Cincinnati Private Client	All lines	\$9,282
Berkley One	All lines	Declined; Does not meet underwriting criteria
PURE	All lines	\$12,845

INSURANCE QUOTE VALID FOR 14 DAYS FROM DATE OF RECEIPT

Homeowners



Primary Residence Address: 123 Main Street, Yourtown, OH

Credits included: Companion credits; pay-in-full; central station burglar & alarms

Additional insured/mortgagee: Trust TBD; no mortgage

COVERAGE LIMITS	State Farm	Cincinnati
Dwelling	\$942,406	\$1,500,000
Other Structures	\$91,241	\$150,00
Personal Property	\$706,805	\$750,000
Loss of Use	\$188,481	Actual loss sustained
Deductible	\$1,000	\$10,000
Liability	\$1,000,000	\$500,000
Medical Payments	\$25,000	\$50,000
Total Annual Premium	\$4,108	\$4,061
<i>Optional Deductible</i>		<i>\$5,000 = \$4,529</i>

CONTRACT FEATURE	State Farm	Cincinnati
Perils Covered	Named perils	Open perils
Extended Replacement Cost	100% of dwelling limit	Guaranteed replacement
Total Loss Settlement	Must rebuild onsite with policy limits	Cash-out option
Ordinance of Law	Typically 10% of dwelling limit	Full dwelling limit
Large Loss Deductible Waiver	Included	Included for losses greater than \$50,000
Equipment Breakdown	Not included	\$50,000; \$500 deductible
Service Line	Not included	\$10,000
Cyber Defense	Not Included	\$50,000; \$500 deductible
Water/Sewer Backup	\$25,000	Guaranteed replacement
Earthquake	Included; 15% deductible	Included; 15% deductible
Flood	Not included	Not included

Additional Notes

- Cincinnati Private Client reserves the right to conduct a replacement cost appraisal of your property. You will be notified of any changes that occur as a result of the appraisal.
- Flood coverage is available. Please let us know if you'd like a quote.

Homeowners



Rental Address: 456 Oak Street, Yourtown, OH

Credits included: Companion credits; pay-in-full

Additional insured/mortgagee: Smith Family Realty LLC; Carrollton Bank

COVERAGE LIMITS	State Farm	Cincinnati
Dwelling	\$375,594	\$465,000
Other Structures	\$37,559	\$46,500
Personal Property	\$5,000	\$46,500
Loss of Use	\$37,559	Actual loss sustained
Deductible	\$1,000	\$10,000
Liability	\$300,000	\$500,000
Medical Payments	\$1,000	\$10,000
Total Annual Premium	\$1,717	\$1,231
<i>Optional Deductible</i>		<i>\$5,000 = \$1,624</i>

CONTRACT FEATURE	State Farm	Cincinnati
Perils Covered	Named perils	Named perils
Extended Replacement Cost	Not included	150% dwelling limit
Equipment Breakdown	Not included	Not included
Service Line	Not included	\$10,000
Water/Sewer Backup	Not included	\$10,000
Roof Replacement	Payment schedule applies	Payment schedule applies
Earthquake	Not included	Not included
Flood	Not included	Not included

Additional Notes

- Cincinnati Private Client reserves the right to conduct a replacement cost appraisal of your property. You will be notified of any changes that occur as a result of the appraisal.
- Many of Cincinnati's contract features can be customized. Please let us know if you'd like to see any changes.

Homeowners



Rental Address: 789 Oak Street, Yourtown, OH

Credits included: Companion credits; pay-in-full

Additional insured/mortgagee: Smith Family Realty II LLC

COVERAGE LIMITS	State Farm	Cincinnati
Dwelling	\$154,700	\$240,000
Other Structures	\$15,470	\$24,000
Personal Property	No coverage	\$24,000
Loss of Use	\$15,470	Actual loss sustained
Deductible	\$1,000	\$10,000
Liability	\$500,000	\$500,000
Medical Payments	\$1,000	\$10,000
Total Annual Premium	\$1,206	\$655
<i>Optional Deductible</i>		<i>\$5,000 = \$905</i>

CONTRACT FEATURE	State Farm	Cincinnati
Perils Covered	Named perils	Named perils
Extended Replacement Cost	Not included	150% dwelling limit
Equipment Breakdown	Not included	Not included
Service Line	Not included	\$10,000
Water/Sewer Backup	Not included	\$10,000
Roof Replacement	Payment schedule applies	Payment schedule applies
Earthquake	Not included	Not included
Flood	Not included	Not included

Additional Notes

- Cincinnati Private Client reserves the right to conduct a replacement cost appraisal of your property. You will be notified of any changes that occur as a result of the appraisal.
- Many of Cincinnati's contract features can be customized. Please let us know if you'd like to see any changes.

Valuable Articles Collection



COVERAGE LIMITS	State Farm	Cincinnati
Blanketed Jewelry		\$20,000 (\$216)
Blanketed Firearms		\$45,000 (\$266)
Blanketed Wine & Spirits		\$15,000 (\$59)
Blanketed Sports Memorabilia		\$20,000 (\$79)
Total Annual Premium	N/A	\$620

CONTRACT FEATURE	State Farm	Cincinnati
Market Value Appreciation	Not Included	150% of scheduled value at the time of loss
Blanket Per-Item Limit	N/A	\$50,00
Deductible	No deductible applies	No deductible applies
Coverage Territory	Typically US & its territories	Worldwide

Additional Notes

- We recommend insuring items of an appraised nature (jewelry, fine art, silver, collector's wine and spirits, fur, firearms, sports memorabilia, etc.) on a Valuable Articles Collection policy. Relying on your homeowners insurance for these classifications of coverage will result in the following:
 - Your homeowners deductible will apply.
 - Your homeowners loss history will incur a claim.
 - Your homeowners policy includes sub-limits for these coverages that may drastically reduce the amount you would be paid out from a claim.

Auto

Credits included: Companion credits; pay-in-full; safe driver

Operators: John Smith; Jane Smith

Vehicles: 2019 Infiniti; 2019 Ford

COVERAGE LIMITS	State Farm	Cincinnati
Bodily Injury	\$250,000/\$500,000	\$500,000 CSL
Property Damage	\$100,000	Included in CSL
Un/Underinsured Motorist	\$250,000/\$500,000	\$500,000 CSL
Medical Payments	\$5,000	\$10,000
Comprehensive Deductible	\$250	\$1,000
Collision Deductible	\$250	\$1,000
Total Annual Premium	\$3,901	\$2,046
<i>Optional Deductible</i>		<i>\$500 = \$2,352 \$2,000 = \$1,791</i>

CONTRACT FEATURE	State Farm	Cincinnati
Total Loss Settlement	Actual cash value	Agreed value; See below
Roadside Assistance	Included	Included
Loss of Use	Not included	\$15,000
OEM Replacement Parts	Not included	Included
Full Glass Coverage	Not included	Included

Additional Notes

- CSL = Combined Single Limit
- Cincinnati agreed values:
 - 2019 Infiniti = \$26,634
 - 2019 Ford = \$41,225
- Rate assumes clean driving records. Motor vehicle reports will be ran at the time of issuance. You will be notified of any changes.

Umbrella

COVERAGE LIMITS	State Farm	Cincinnati
Liability	\$1,000,000	\$3,000,000
Excess Un/Underinsured Motorist	No coverage	\$1,000,000
Total Annual Premium	\$339	\$669
<i>Optional Limits</i>		<i>\$1M = \$401</i> <i>\$2M = \$545</i>

Additional Notes

- When determining an appropriate limit, we suggest you take your net worth, assets, lifestyle, and risk tolerance into consideration.
- Higher limits of coverage are available upon request.

Next Steps

Changing insurance carriers is an important decision. Here's what comes next if you decide to come on board:

- 1 Select an effective date.
- 2 Confirm the contact information you'd like for us to have on file.
- 3 Upon receipt of your new policies, notify your State Farm agent to cancel your old policies.
- 4 We will send you applications for you to DocuSign.
- 5 Cincinnati Private Client will invoice you for all of your policies on one annual invoice. It is due within three weeks of issuance.
- 6 A representative of Cincinnati Private Client may contact you to set up a date and time to conduct a replacement cost appraisal of your properties.
- 7 We want to meet with you as frequently as you'd like to review your portfolio.