

GarageGuys Tech Service Bulletin 041108

The value of insuring everything with us

We deal with hundreds of auto service facilities—some with a single location, some with several or even many locations.

One of the things our reps have noticed is how often facility owners seem to have their insurance with several different brokers. In some cases, a single facility might have one broker handling the property, another providing liability and the vehicles insured with someone like Allstate or State Farm. Add to that the workers compensation directly from the State Fund and statutory disability lost somewhere under a pile of papers—and you have a real potential mess. We often also see multi-site owners employing two or more brokers to handle their various operations.

“Wait! “says the facility owner. The property was cheaper through agent A and agent B couldn’t insure my vehicles so I went to Allstate. As to the rest of my insurance, I don’t remember how this happened. Or, the facility owner maintains two brokers (or more) in the belief that doing so will “keep them honest”

We think this is a dangerous practice for a few reasons:

- 1) If your broker is supposed to provide protection to your operations, how is he going to do that if he doesn’t really understand what your “operation” is? By keeping your broker in the dark about what insurance you are buying, you really wind up short-changing yourself.
- 2) If your insurance is all over the place because you haven’t found a single broker who understands this industry, may we humbly suggest GarageGuys as a possible solution?
- 3) If you are maintaining several brokers in competitive stances in order to keep your costs down, you might be surprised to find that this is a counterproductive practice. By developing a strong relationship with a single knowledgeable broker and placing your entire account there, you are more likely to be the valued account that gets the proper attention and respect.
- 4) At the time of a loss, your complicated insurance situation may rise up to bite you in the butt as you find out that insurance you thought was with broker A was canceled several years ago and never replaced. This happens far more often than you think.

If any of this sounds like your situation, we really recommend that you let us consolidate your insurance program into a single, manageable package.

The Advantages are:

- 1) A single manageable expiration date allows you to view your insurance in a global way rather than piecemeal

- 2) Consolidation brings weight and weight brings economy. A carrier or agent which is viewing your account in a vacuum or in pieces may not be bringing all of their tools to the table.
- 3) It is far less likely that you will find out (too late) that a location or coverage has been canceled or omitted when your policies are viewed this way
- 4) Answering questions about market competitiveness are much easier this way—and the savings when available are far more likely to be substantial.

Obviously, we want you to consider GarageGuys when you insure your shop. But these rules are applicable to your relationships with your insurance broker—even if it isn't GarageGuys.

Best Regards,

A handwritten signature in black ink that reads "Keith Friedlander". The signature is written in a cursive, slightly slanted style. There is a small horizontal flourish or underline beneath the name.

Keith Friedlander
President

GarageGuys—Insurance For Your Shop