



Protection on the road

Automobile
Insurance

Experience a difference in your coverage and service

Automobile insurance often is viewed as a commodity, yet there are significant variations in coverage breadth and service quality. Our Private Client Group understands that owners of limited-edition cars or multi-million-dollar collections require a more tailored approach to protect them adequately.

Agreed value

Many insurers settle a total loss based on the actual cash value at the time of loss. This could result in a significant financial loss due to depreciation. With Private Client Group, all vehicles are protected on an agreed value basis, regardless of market depreciation.¹

Imagine this:

A man signs the papers and is handed the keys to his brand new \$75,000 luxury vehicle. As with other new vehicles, the moment he drives off the lot the value of his car depreciates by an average of 11%.² Three weeks later, he unfortunately is involved in an accident and totals his car. The vehicle was insured based on agreed value, so despite the depreciation, he received a payment of \$75,000. If the car had been insured on an "actual cash value" basis, the payment for loss would have been more than \$10,000 less than the original purchase price that was paid just a few weeks earlier.

Cash settlement option

In the unfortunate event of an accident, there can be a multitude of reasons why you may not want to keep your vehicle—even if it can be fixed. The repairs may be extensive and lengthy, or you may simply prefer to move on from your vehicle after the trauma of the accident. With our cash settlement option, if your vehicle suffers a covered loss that results in damage of 50% or more than the agreed value, we offer you the option of taking an agreed value payout.³

Imagine this:

An accident results in extensive front end damages to a policyholder's vehicle, but it was not fully totaled. Although it is repairable, he is not interested in keeping the vehicle. Since he had previously added the cash settlement option to his policy, our claims specialist offers him the option to receive an immediate payment for the agreed value. The policyholder selects the payout, and receives a check for the full agreed value just 24 hours later.

New vehicle replacement

If your newly purchased vehicle⁴ is "totaled" within three years of its purchase, it can be replaced with a vehicle of the same year, make and model; a new vehicle of the same make and model—including hybrids or alternate fuel editions; or you can receive the agreed value.

Imagine this:

A policyholder adds a recently purchased 2008 Ferrari 599GTB to her policy. Two years later, the vehicle is involved in a head-on collision resulting in a total loss. Although it was insured for an agreed value of \$288,000, the policyholder is able to replace it with a 2010 model—valued at \$374,000—for no extra cost.

Original manufacturers' parts

If your vehicle needs repairs, only original manufacturers' parts will be used.⁵ Some automobile policies do not offer this certainty, and aftermarket parts often are used instead. These parts do not meet the same level of quality and safety as original manufacturers' parts.

Imagine this:

After a policyholder was in a minor accident, he visited a repair shop to discuss what needed to be done to return his vehicle to pre-accident shape. With original manufacturers' parts coverage on his policy, he was confident that the replacement parts would be the highest quality when it came to fit, finish and reliability. If aftermarket parts were used, the parts potentially wouldn't fix the damage correctly and could result in repair delays or inferior quality.

Additional benefits

Additional coverages available on our automobile policy include:

- The ability to rent a car of comparable value while the owned vehicle is being repaired; no per-day limit on rental costs⁶
- Pet coverage, for expenses related to injuries or fatality following an accident
- Waived deductible in the event of a total loss, and high deductible options that can result in reduced annual premiums
- Coverage for damaged or stolen personal property inside the vehicle (no deductible)
- Vehicle and home alteration coverage if a related injury leaves a policyholder or family member disabled
- Reimbursement (no deductible) when establishing ownership as a result of fraudulent and unlawful use of the identification number

To learn more about our superior protection for automobiles, please contact your independent insurance advisor.

¹ Depreciation is applied to regular-use vehicles (not collector vehicles) at renewal.

² www.edmunds.com/car-buying/how-fast-does-my-new-car-lose-value-infographic.html

³ In exchange for your executed title, we will issue your cash settlement less the amount due to a lien holder.

⁴ "New" vehicles are defined as those that were not previously titled.

⁵ Unless the parts are no longer made; excludes window glass.

⁶ Up to \$12,500.

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