



PRODUCER INFORMATION

Understanding our Yacht wind strategy

AIG Private Client Group, a division of the member companies of American International Group, Inc. (AIG), can address the complex insurance issues faced by those who own yachts—or boats of any size. Our Yacht wind strategy addresses individual account requirements based on criteria as noted below.

Geography	Minimum account requirements	Named windstorm deductible
Monroe Dade Broward Palm Beach Martin St. Lucie Indian River Brevard <i>Also includes the Caribbean</i>	\$50,000 total account premium	15% for vessels with a hull value up to \$249,999 10% for vessels with a hull value of \$250,000 - \$499,000 5% - 3% for vessels with a hull value of \$500,000 - \$999,999 3% - 2% for vessels with a hull value of \$1,000,000 - \$4,499,999 (min. deductible of \$30,000)
Collier Lee Charlotte Sarasota Manatee Pinellas <i>Also includes the Gulf states</i>	\$25,000 total account premium	15% for vessels with a hull value up to \$249,999 10% for vessels with a hull value of \$250,000 - \$499,000 5% - 3% for vessels with a hull value of \$500,000 - \$999,999 3% - 2% for vessels with a hull value of \$1,000,000 - \$4,499,999 (min. deductible of \$30,000)
Remainder of state <i>Also includes NC, SC and GA</i>	\$15,000 total account premium	10% for vessels with a hull value up to \$249,999 10% for vessels with a hull value of \$250,000 - \$499,000 5% - 3% for vessels with a hull value of \$500,000 - \$999,999 3% - 2% for vessels with a hull value of \$1,000,000 - \$4,499,999 (min. deductible of \$30,000)

Note: The CAT area extends south from Morehead City, NC to Brownsville, TX, including the Caribbean, from June 30 to November 1.

Additional details

Yacht-only/lead-in accounts

We will consider yacht-only accounts, as well as lead-in coverage for yacht risks written prior to binding other lines with AIG Private Client Group. The following conditions apply for yacht-only accounts:

- For a yacht in a CAT area, the hull value must be \$1 million or greater and employ a full time captain. An acceptable Severe Weather Plan must be submitted and approved for wind coverage to be offered.
- For a yacht in a non-CAT area, the hull value must be \$300,000 or greater.

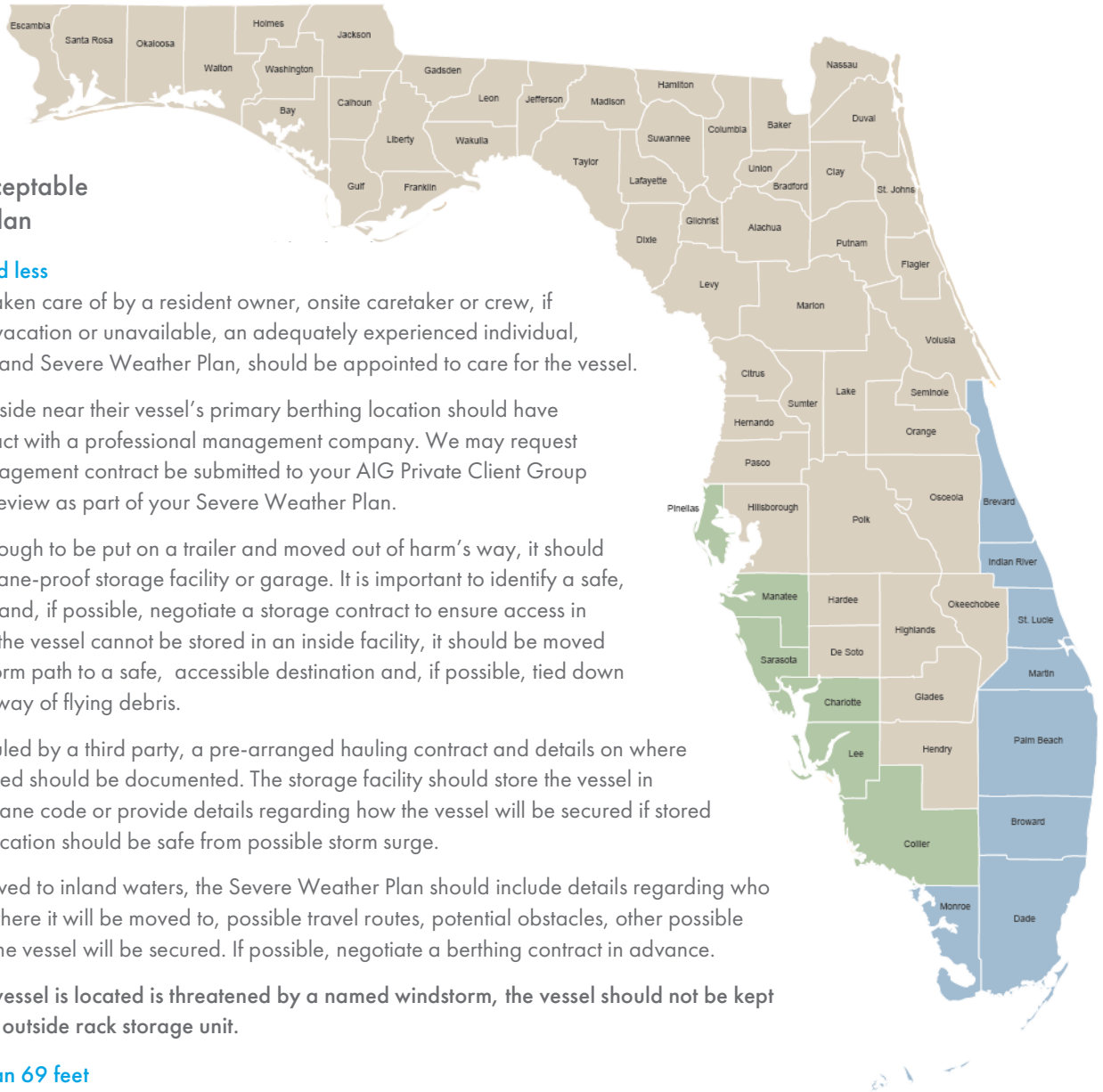
Named Windstorm Deductible (NWD)

This is the deductible that applies in the case of partial and total loss.

Minimum account requirements

When evaluating Yacht risks with respect to the minimum account requirements, we consider the policyholder's complete account with AIG Private Client Group including the Yacht premium, which may include Excess Liability, Homeowners, Auto, Private Collections and Workers' Compensation coverages.

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Elements of an acceptable Severe Weather Plan

For vessels 69 feet and less

The vessel should be taken care of by a resident owner, onsite caretaker or crew, if applicable. When on vacation or unavailable, an adequately experienced individual, familiar with the yacht and Severe Weather Plan, should be appointed to care for the vessel.

Owners who do not reside near their vessel's primary berthing location should have the vessel under contract with a professional management company. We may request that a copy of the management contract be submitted to your AIG Private Client Group yacht underwriter for review as part of your Severe Weather Plan.

If the vessel is small enough to be put on a trailer and moved out of harm's way, it should be trailered to a hurricane-proof storage facility or garage. It is important to identify a safe, accessible destination and, if possible, negotiate a storage contract to ensure access in advance of a storm. If the vessel cannot be stored in an inside facility, it should be moved out of the predicted storm path to a safe, accessible destination and, if possible, tied down on the hard out of the way of flying debris.

If the vessel will be hauled by a third party, a pre-arranged hauling contract and details on where the vessel will be secured should be documented. The storage facility should store the vessel in buildings built to hurricane code or provide details regarding how the vessel will be secured if stored outside. The storage location should be safe from possible storm surge.

If the vessel will be moved to inland waters, the Severe Weather Plan should include details regarding who will move the vessel, where it will be moved to, possible travel routes, potential obstacles, other possible alternatives and how the vessel will be secured. If possible, negotiate a berthing contract in advance.

If the area where the vessel is located is threatened by a named windstorm, the vessel should not be kept on a hydrolift or in an outside rack storage unit.

For vessels greater than 69 feet

Captain and crew must be full time and live aboard the vessel. As an exception, we may review risks where the captain, although full time, maintains a separate residence. Additional details regarding proximity to the vessel, daily duties, supporting crew, etc., may be required.

Components of an acceptable Severe Weather Plan should focus on moving the vessel out of harm's way at the first sign of a named windstorm. Detailed information regarding the various options that have been explored to move the vessel to a safe location must be submitted to your AIG Private Client Group yacht underwriter. The Severe Weather Plan should take into account possible changing circumstances due to the vessel's given location at the time of the storm and the predicted storm path.

For more information, please contact your underwriter or visit www.aigprivateclient.com/yacht.



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