



**HALCYON
UNDERWRITERS**

YOUR PARTNER IN PRODUCTION, MAKING THE DIFFERENCE

Halcyon Agent News



The Intelligent Broker

A Column in Halcyon Underwriters' Quarterly Newsletter

Edition: 2018 – Q1

"Why Does a Broker Need to Keep up with Technology."

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Cryptocurrencies, drones, cyber security regulations, AI, big data analytics, technological innovations, digital customer experience, core system enhancements, evolving fiduciary regulations, M&A competition, medical marijuana, distracted driver auto trends, workers comp cost control, CGL litigation all represent one thing in the insurance industry; Constant and rapid change, the new norm.

With 32 years of experience in the insurance wholesale arena, one of Halcyon

Underwriters' largest competitive advantages is our adaptability. Adaptability combined with innovation while maintaining our core values, make Halcyon a dominant wholesaler within our market. Halcyon continues to successfully navigate our partners through their ever evolving needs.

As there are no exceptions to the law of constant change, we are excited to announce a few of our own 2018 transformations which include the rebranding of Halcyon's logo, an overhauled website and the release of an agent portal. These changes alone provide benefits such as:

- Agent Friendly Platform
- Online Rating
- Agent E-Learning Opportunities
- Agent Performance Review
- Agent Online Access to Customer Data
- Enhanced Payment Options
- Community Involvement Opportunities

Halcyon looks forward to elevating our current relationships as well as forming new connections in 2018. We value the input of our partners and welcome any feedback so please reach out to any of our Halcyon brand ambassadors for more information or suggestions.

Halcyon Announcement!!

Have you tried our Online Rating Products Yet? Try it today for extra commission points and faster turnaround!

Check out our Online Rating Tab Now!

Agents have quick and easy access to online quoting or instant phone quotes with products by USLI, Safeco and our Private Flood Program.

Click [Online Rating](#) or visit our website today.

Learn More About Us



Safeco Insurance™
A Liberty Mutual Company

[Claims Cost Comparison - Safeco Insurance - CLICK HERE](#)

Team Member Spotlight: Halcyon Team!!

The relationship we have with our agent partners is very important to us. While we



work with you on a day to day business level, we thought you'd like to see a group picture with some of our team members.

In this picture, we have most of the Halcyon Team including the Leadership Team, Underwriting Teams and Finance Team in the spotlight.



Personal Lines

NO PERSONAL UMBRELLA INSURANCE? IT COULD COST YOU A FORTUNE!

A Preferred Personal Umbrella covering one house and two vehicles often costs less than \$225 in annual premium for \$1,000,000 of additional liability coverage.

Did you know...

The frequency and cost of lawsuits has increased dramatically in the past decade. The following claims are real-life examples of lawsuits filed every day:

The owner of a rental property drastically raised the rent. The tenants claimed that the insured increased the rent to force them out so that the insured's family members could move in. The insured was sued for wrongful eviction. The insured did not have Personal Injury coverage under his rental policy but purchased our Personal Injury buyback endorsement. The claim totaled \$45,000.

A driver made a left turn at a traffic light and hit a motorcyclist. The driver's view of the motorcyclist was obstructed due to another vehicle. The motorcyclist was

seriously injured, resulting in damages paid under the driver's umbrella policy totaling \$500,000.

An insured borrowed a relative's boat during a family vacation. While pulling a friend on a tube behind the boat, the insured made too wide of a turn, and the tube crashed into a dock. The friend was seriously injured and required surgery, resulting in a large payment. The relatives did not carry liability insurance on the boat, and the insured did not own a watercraft so they did not have watercraft liability coverage. The Personal Umbrella dropped down to provide coverage for this claim.

How Much Do You Have in Assets?

Click Below to Find Out More Info and Let Us Quote your Personal Umbrella Today!

[Personal Lines Umbrella](#)

Did You Know?

Halcyon offers premium financing arrangements with very competitive rates for your commercial accounts. Contact your Halcyon Team for a free quote on any new or renewal account.

Claims Update!!

Halcyon's website now has direct reporting available for all claims ensuring faster access for appointed agents using online reporting for most companies. Please use our claims links by clicking [CLAIMS](#) to report any claims.

Is Your Agency File Up to Date?

Please remember to send a copy of your E&O renewal certificate to compliance@halcyonuw.com annually to remain

an active agent.

IMPORTANT - Halcyon offers direct deposit of your commission payment via ACH for all Halcyon policies. Signing up is EASY!

Please make sure we have an updated [ACH Payment Authorization Form](#) on file for your agency to receive commissions via direct deposit.

Send the completed copy to compliance@halcyonuw.com.

[Call or Email Today - Click Here for our Staff Directory](#)



Take a look at our 2017 Year End Middle Market Successes below!

What Are We Writing?

[Halcyon 2017 Middle Market New Business Success List](#)

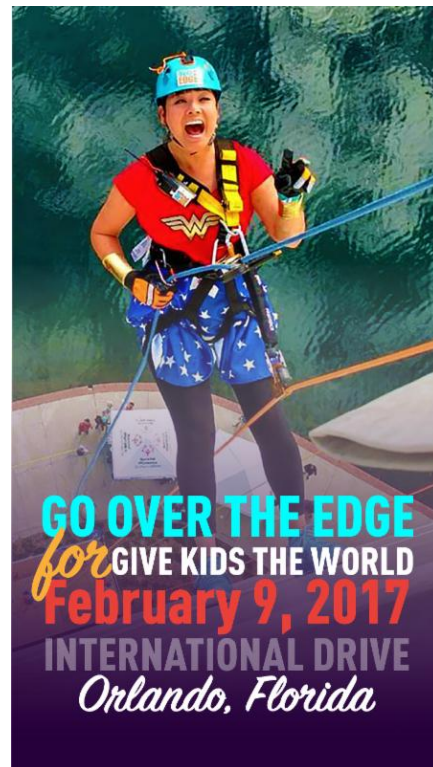
Halcyon is "Going Over the Edge"

We've accepted the challenge again but this time to throw the boss "Over the Edge" to raise money for Give Kids the World Village.

We love this non-profit resort because it creates happiness and hope for children with life-threatening illnesses. **Friday, February 9th**, your Halcyon Executive Vice President and Business Development Manager will be tossed "Over the Edge" for Give Kids the World if our team can raise enough donations to participate.

Will you help us meet our fundraising goal? Any amount will help! \$1, \$5 or more... Click below to help.

[Team Fundraising Page - Paul](#)
[Team Fundraising Page - Jason](#)



It's easy to join our mailing list!

Just send your email address by text message:

Text

HALCYON

to **22828** to get started.



Message and data rates may apply.

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