

...HELLOOOO? ANYBODY HOME?

OKAY, ALL OF YOU personal lines specialists, listen up. You know when you've got a problem with a vacant dwelling. Your client has just moved to a nursing home, but she isn't ready to sell the homeplace, in hopes that she may be able to return. Or, the owner's been transferred and had to move right away, so the house sits empty until it can be sold. Maybe your client has died and the home remains vacant until the estate is settled and a sale can be arranged. Maybe your customer has just bought a new house, but it'll need renovations before they're ready to move in.

YOU KNOW DARN WELL that your standard homeowners markets aren't going to be happy with any of these situations. Sure, maybe you can get somebody to give you coverage, as a favor. Maybe you can stall long enough for the problem to resolve itself. Sooner or later, though, you'll need to face the hard truth that vacant properties don't belong on homeowners policies.

WHEN THAT HAPPENS, CALL US. Landers Underwriting specializes in providing short-term policies on vacant properties. We'll provide coverage for whatever term your client needs. Three months. Six months. Four months and twelve days. We're just that flexible. We can offer property coverage only or we can include liability coverage. And you won't be asking for a favor. It's what we do.



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LETTER FROM LANDERS

LOTS GOING ON on the homefront these days. My daughter, Jill, has just started her graduate studies in psycho-linguistics at the University of Virginia. Her brother, Waldo (now a Virginia Tech grad himself) and his long-time girlfriend, Amber, will be married in Corolla on the Outer Banks over Labor Day weekend. No hurricanes. No hurricanes. No hurricanes.

AS THE STUPID HOT DAYS of summer start to give way to crisp autumn, my running schedule is starting to pick up again. I've just been doing a minimal maintenance schedule over the summer (with an extra five pounds to show for it), but it's time to get serious. Once I pick out which marathon I'll run this year, training will get really serious.

SPEAKING OF SERIOUS TRAINING, Noah McMurray's an everyday bicycle commuter. He rides his road bike to and from work every day. The direct commute is about a 24 mile round trip, but he usually takes detours on the way home, just to make things interesting. So far, he's passed all of our steroid tests.

WITH GRETCHEN SMITH GONE off to Atlanta (and an engagement for an October 2006 wedding), April Roth has taken over primary duties on Professional Liability, D&O and Employment Practices Liability. Mandy Owen is the latest to join our intrepid crew. Mandy, a UVa grad, comes to us after serving with the Peace Corps in Palau (look it up in your atlas).

JACKSON LANDERS has been busy making home-brew beer for his twin brother's wedding. He's made three brews – an India Pale Ale, a stout and a light ale. Fifteen gallons ought to be plenty for all of the guests.

A BIG THANK YOU to all of our customers who make it possible for us to support ourselves and our families and engage in our passions.

Gary Landers

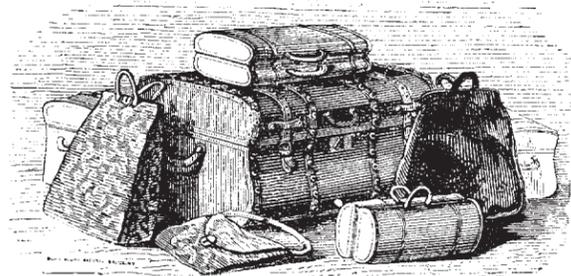
\$50 REWARD AUCTION GOO QUALIT CASH

Reasons We're Glad To Be In The Insurance Business

10. No continuing ed exams – just show up
9. Foosball in every office
8. Background checks not required
7. Get to use swell phrases like “retro inception” and “coinsurance deficiency”
6. No dirt under fingernails
5. The glamour
4. Don't have to rely on tips
3. No heavy lifting
2. Much better parties than accountants
1. Mandatory 6 weeks annual vacation (what - you haven't heard?)

TOP 10 TEN

ENDING ANGST OVER ABODES



HABITATIONAL PROPERTIES continue to be anathema in the eyes of most standard insurers. We're hearing stories of carriers non-renewing apartment buildings, hotels and motels, tenant-occupied dwellings and boarding houses. New purchases of such properties almost always mean placement trouble. Apartments occupied by college students cause particular difficulty. While some of these risks may have specific problems, most of the time it seems to be a classification-based decision.

LANDERS UNDERWRITING PROVIDES MARKETS for habitational properties with values ranging from 5-digit dwellings to multi-million dollar apartment complexes. While sometimes it only takes a pricing correction to turn a problem risk into an acceptable one, other tools include use of deductibles and coverage modifications. It doesn't take a genius to understand that maybe a 90-year-old building ought to be written on an actual cash value basis, rather than replacement cost and a Basic Cause of Loss form might make more sense than the Special form.

SUBMISSIONS CAN BE MADE using ACORD applications. We'll want to see Applicant Information Sections fully completed including 5 years of loss history. Commercial Property Sections should include full details as to the age and square footage of the buildings, details on renovations and updates, protection class, any alarm or sprinkler protection and construction. If it's a multiple building complex, we'll want to see a plot plan showing distances between buildings.

IN SHORT, IT'S BACK TO BASICS. Provide us with good, solid underwriting information and we'll respond with reasonable terms for coverage with secure insurance companies.

BUYING IN LINE

A 2006 BENTLEY FLYING SPUR costs around \$165,000. This is not an inconsiderable amount of money. Yet even if you went with cash in hand to a Bentley dealer you could not actually buy a new Flying Spur. That's because, like many limited production, high-end vehicles it has been pre-sold for the entire model year. There is a list of people who have already signed up to buy one, and every single Flying Spur being produced for 2006 has been spoken for.

RECENTLY IT HAS OCCURRED TO US at Landers Underwriting that this simple fact of the high-end auto business would preclude our Insureds from realistically being made whole following the total loss of such a vehicle. If the check that your insurer has written out to you does not allow you to actually buy a replacement vehicle then you have been poorly served.

WE HAVE THE SOLUTION. There is a whole market out there in which places in line to purchase exotic vehicles are bought and sold. At the time of this writing you can buy the right to purchase a 2006 Flying Spur for \$30,000. You aren't getting a car for that - just somebody's place in line. We can cover this extra expense through a judicious increase in the agreed value on Chubb personal auto quotes.

BEAR IN MIND that it's not just high-end exotics that demand this extra coverage. The Toyota Prius still has a months-long waiting list. Ditto for the Mini Cooper in many markets. In each case there is always a price at which you can cut in line. The new Ford Mustang and Pontiac Solstice are two other cars for '06 that are shaping up to be very difficult to get a hold of on short notice. Will your client be able to buy one when he needs to?

HIGH-END CLIENTS DEMAND LUXURY in all of their purchases and are willing to pay for it. This includes insurance. The luxury that you can provide them with is a seamless anticipation of their needs. Like the automatic climate control kicking in after the Bentley's door has been opened, they silently expect extra coverage for the real-world expenses that are incurred after a loss.



RED TAPE? A BIT

HOW TO GET STARTED? We're always happy to begin new relationships with insurance agents. When Landers Underwriting begins doing business with a producer, there are some t's to be crossed and i's to be dotted. It's nothing very complicated, though. There's a Producer Agreement to be signed, which outlines that nature of our relationship. It all fits on two pages. There's an Agency Questionnaire that provides us with some basic information about your firm. In addition, we'll ask for evidence of state licensing and your Errors & Omissions Liability.

WHEN WE'RE PROVIDING A QUOTATION to a producer, we'll stipulate exactly what is needed in order to bind coverage, so there will be no surprises. For a first piece of business, we'll ask for payment of the net premium prior to binding. After that, we'll render a monthly account current.

WE WELCOME PHONE CALLS from new producers. We can chat a bit to learn about each other's business needs, capabilities and expectations, as well as to get a feel for our styles of operation. If there's compatibility, let's do business together.

BRING ON THE FUNKY MONKEY, MAMMA

OKAY, YOU ALL KNOW about how we send out a coupon for a pint of Ben & Jerry's ice cream with policies that we write. One of our agents recently reported a visit to her obstetrician during her 33rd week of pregnancy. The doctor asked how she gained six pounds in two weeks. Her response? "I have this great underwriter who gives me Ben & Jerry's free ice cream coupons!" Said the good doctor, "I'm not sure you should be doing so much business with him for the next seven weeks. Otherwise, we'll have to roll you into the delivery room."

WE'RE HAPPY TO REPORT that we noticed no reduction in business from this agent. Mother and son are doing just fine. We suggest sharing your ice cream.



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