

## Case Study: Risk Profile Review

As part of a comprehensive wealth strategy review, a client's risk portfolio and her risk management plan was reviewed. During the meeting it was discovered that the client, Grace, who was married with 3 kids, did not have any umbrella liability coverage in place. As a homeowner of a large estate that included a pool, a trampoline, and a large (usually friendly) dog, Grace definitely check a few boxes for insurance candidacy.

We recommended a \$2 million liability policy to be implemented by the client. Our further recommendations for Grace helped increase deductibles to lower costs and adjust other other parts of the coverage.

Approximately six months after the umbrella liability and liability coverages were put into place, an individual who was interviewing for the position on the children's nanny slipped and fell on their icy sidewalk.

Since the umbrella liability and liability coverages were previously put in place, Grace was able to refer the interviewee to her insurance company, and the matter was out of her hands entirely, giving her time and peace of mind to manage the kids running around wreaking havoc. The claim was properly managed and helped keep our client's involvement to a minimum. The insurance company was able to determine that the interviewee had little to no physical claim, and was able to deal with the matter effectively.

