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Boston—Peabody, MA **Leading Insurance Advisor**

Felton, Berlin & Erdmann Insurance Services Inc.
Robert H. Erdmann, ARM, President

“What are the benefits of group personal excess insurance?”

By Robert H. Erdmann, ARM

A group personal excess liability insurance program is a great executive benefit for highly compensated employees. The advantages range from discounted premiums to limited underwriting for high coverage limits for each individual and that person's family.

WHAT IS A GROUP PERSONAL EXCESS LIABILITY PROGRAM?

Simply put, group excess liability insurance is a group policy that offers protection at levels necessary for high net worth individuals and their families. It enables enrolled employees to protect assets from a wide range of possible liabilities, including memberships on not-for-profit boards, charges of libel or slander and automobile liability, as well as costs that may arise as a result of accidents or mishaps that occur on an owned property.

HOW YOU SET UP THE PROGRAM

Group personal excess insurance programs can be offered as a company-paid benefit or as a voluntary employee-paid option. When employees enroll, they will be able to replace any individual excess liability policy that they may own, resulting in a reduction in their overall annual personal insurance expenditures. It is important to note that a “group” does not necessarily have to be related to a business; it can also be defined as a family office or just members of a family pooled together.

THE MAJOR BENEFITS OF AN EXCESS INSURANCE PLAN

Pooling together individuals makes this a cost-efficient benefit since group rates are significantly lower than individually priced options. Just as important, should a participant add properties, vehicles, etc., that person will pay no

additional costs but will still enjoy the same coverage limits as the other participants in the group.

Coverage is worldwide and limits can range from \$5 million to \$50 million per individual or family.

EMPLOYMENT PRACTICES LIABILITY COVERAGE

Today, many highly compensated individuals employ domestic staff. Enrollees in a group excess program may have the option to purchase employment practices liability insurance covering wrongful termination, sexual harassment and discrimination.

ONE FINAL THOUGHT

Because of all its advantages, this coverage is highly specialized, so be certain to discuss it with an insurance firm familiar with the needs of ultra high net worth families and individuals. ☛

“A group excess liability insurance program is a great executive benefit for highly compensated employees.”

– Robert H. Erdmann, ARM

How to reach Robert H. Erdmann

I can be reached at 978.548.3740.

MY HOBBIES ARE...

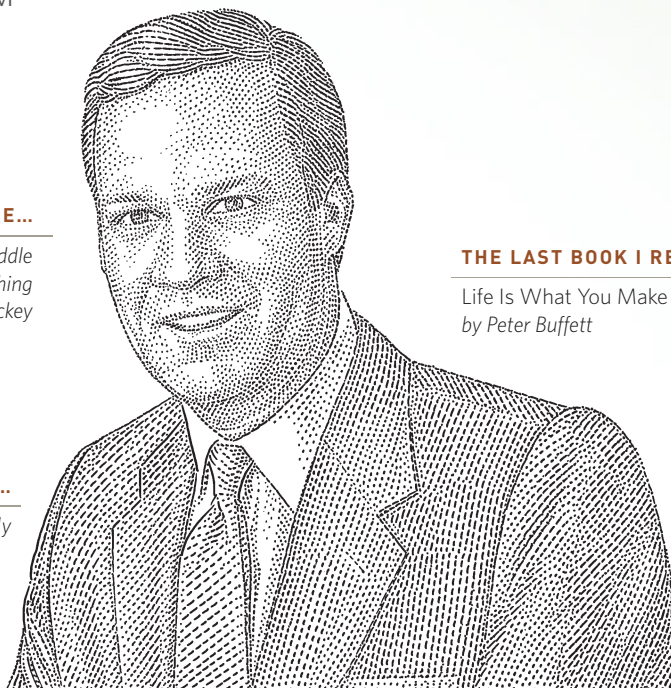
Playing squash, tennis, paddle tennis and golf, and coaching youth lacrosse and hockey

WHAT'S ON MY DESK...

Photos of my family

THE LAST BOOK I READ...

Life Is What You Make of It, by Peter Buffett



About Robert H. Erdmann, ARM

Robert H. Erdmann, ARM, president, Felton Berlin & Erdmann Insurance Services, has spent almost his entire career in the insurance business and received his associate in risk management designation in 1999. Prior to joining Felton & Berlin, he spent 13 years with Marsh USA Inc., the last six as a senior vice president and office head of the Boston Private Client Services Marsh office. He is an active member of the Boston Estate Planning Council, a member of the Professional Advisors Committee for the Boston Foundation, and sits on the Friends Board of the Northshore Educational Consortium. He is a graduate of Choate Rosemary Hall and Colby College.

For more than 24 years, the mandate of Felton, Berlin & Erdmann Insurance Services has remained unchanged: develop sophisticated personal insurance programs for an affluent clientele. Personal insurance services offered include homeowners insurance, umbrella liability, valuable articles, flood/earthquake, auto insurance, yacht/watercraft and specialty coverage. Partnerships with Chubb, Chartis, Fireman's Fund, ACE and other top-rated insurers afford the agency's clients access to the most effective personal risk management services, delivered by Felton, Berlin & Erdmann Insurance Services' 14 licensed insurance professionals.

Insurance Services Experience
20+ years

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Professional Services Provided
Personal risk management

Association Memberships
Boston Estate Planning Council

Credentials
Associate in risk management (ARM)



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