

Business Owner's Policy (BOP) for Restaurants: Protection from Prep to Plate

Thank you for joining us!

Distinguished.

PRIMARY HOSPITALITY



Sample Deals

| |
|---|
| Breakfast/lunch café with full table service |
| Neighborhood deli |
| Upscale bistro |
| Pizza shop (no first party delivery) |
| Fast casual/limited-service gourmet burger restaurant |
| Retail bakery |
| Coffee shop |

Hello Everyone and Thank You For Joining Us!

My name is Ritchie Vener, I am the Chief Growth Officer at Distinguished Programs. Responsible for developing and leading the marketing initiatives across Distinguished. I joined Distinguished in 2019. Prior to joining, I spent over 25 years in executive marketing positions at GE Capital and York Risk Services Group.



Host - Ritchie Vener

Chief Growth Officer
Distinguished Programs



Please Note:

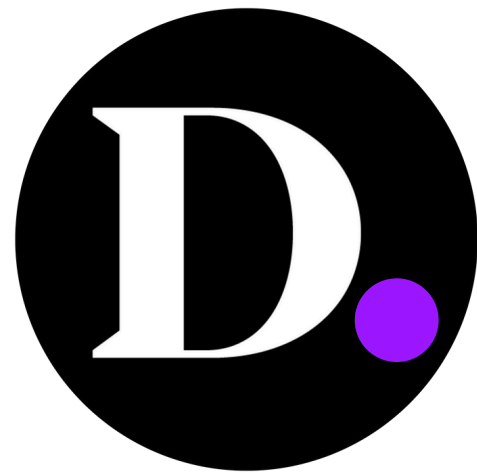
- We will be sending all registrants a copy of the slides, the webinar recording, and a PDF with the questions and answers from today's session.
- If anyone has a question during the presentation please use the Q + A button on the bottom of your screen.



Distinguished.

PRIMARY HOSPITALITY

Distinguished Programs



Distinguished Programs is a leading national insurance Program Manager providing specialized insurance programs for Real Estate, Community Associations, Hotels, Restaurants, Fine Art and Collectibles, Inland Marine, Executive Lines, Surety Bonds, and Environmental and Construction Professional insurance.

More information on these programs can be found on the Distinguished website.

Meet the Experts



Alex Montclair

Business Development Manager,
Primary Hospitality



Christine Lind

Restaurant BOP Program Underwriter

Distinguished.

PRIMARY HOSPITALITY



What is a business owner's policy (BOP)?

- Combines key coverages into one policy
- Typically includes:
 - Property
 - General liability
 - Liquor liability
 - Hired and non-owned auto coverage

Why do restaurants need a BOP?

- Restaurants operate in fast-paced, high-risk environments
- Common risks include:
 - Customer injuries
 - Equipment breakdowns
 - Power outages
 - Spoiled inventory

Distinguished.
PRIMARY HOSPITALITY

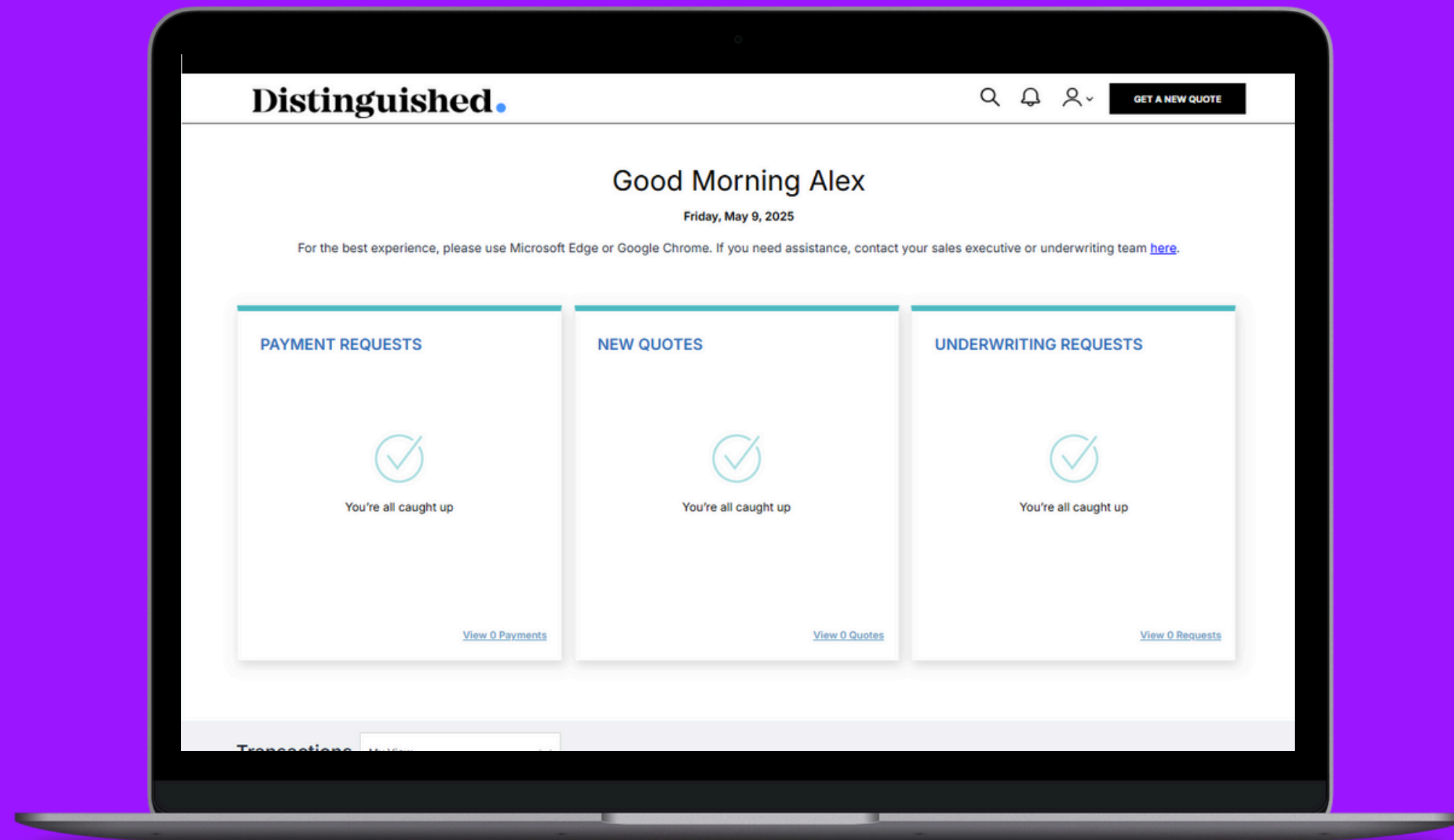


Can you write in
all states?

Nationwide availability
except AK, FL, HI, and NY

Distinguished.
PRIMARY HOSPITALITY

BOP Available Exclusively on the Broker Connect Portal



- Submit business on your own schedule
- 24 - 48 hour response time
- Easy online application



Distinguished.

PRIMARY HOSPITALITY

BOP Restaurant Eligibility

Limited Service/Fast Casual

- Customers order at a counter and pay before eating
- Higher quality than fast food
- May be take-out only

Casual Dining

- Full table service
- Typically close by 10 p.m.
- Liquor sales usually 25% or less
- Focus on locally-owned establishments

Upscale Dining

- Small to mid-sized upscale restaurants
- Generally close by 11 p.m.
- Less formal than traditional fine dining
- Limited liquor sales

Distinguished's Restaurant BOP Coverages

- **Business Income for Off-Premises Utility Services** - \$25,000 limit
- **Food Contamination** - \$10,000 limit + \$3,000 advertising expenses
- **Identity Fraud Expense** - \$25,000 limit + \$5,000 advertising expenses
- **Spoilage** - \$15,000 limit
- **Employee Dishonesty** - \$10,000 limit
- **Back-Up of Sewers and Drains – Direct Damage** - \$20,000 limit
- **Liquor liability** - included based on individual risk eligibility





What BOP doesn't cover:

Standard exclusions include but are not limited to:

- Workers' compensation
- Commercial auto insurance
- Professional liability

How much does a business owner's policy cost?

Here are some factors that affect BOP insurance costs:

- Type of business and dining model
- Restaurant size and location
- Annual revenue and number of employees
- Claims history
- Coverage limits and endorsements selected
- Safety and security features (e.g., fire suppression, alarms)

Distinguished.

PRIMARY HOSPITALITY



Who is the
carrier partner?

Arch Insurance Company
(Admitted, A+ XV)

Distinguished.
PRIMARY HOSPITALITY

How does Distinguished customize insurance solutions for restaurant owners?

Our team works directly with you to ensure the coverage fits your client's specific operations and risk profile.

Distinguished.
PRIMARY HOSPITALITY



How to Successfully Sell BOP

- Lead with simplicity and value
- Speak their language
- Tailor to their operation
- Highlight coverage gaps
- Make it easy to move forward

Distinguished.
PRIMARY HOSPITALITY





What other products does Distinguished offer for restaurants?

- Package
- Umbrella
- Cyber

Distinguished.

PRIMARY HOSPITALITY

Why should brokers choose Distinguished's Restaurant Insurance program?

1. One-stop shop for restaurants
2. No audits
3. Access to the experts
4. A+XV exclusive rated paper

Distinguished.
PRIMARY HOSPITALITY





Frequently Asked Questions

First, let's dive into the questions submitted in advance during registration, then we will go live to today's attendee questions if we have time.

How do I submit business?

Submit a BOP application directly on the **Broker Connect** portal.
We'll review and respond within 24-48 hours.



Distinguished.

PRIMARY HOSPITALITY

Who should I contact if I have additional questions?

Alex Montclair

amontclair@distinguished.com

T: (203) 606-6580

For submission or underwriting questions, feel free to email restaurants@distinguished.com.

Distinguished.

PRIMARY HOSPITALITY



How does the BOP product respond to catering as an ancillary revenue stream?

When catering is performed offsite by their own employees, it is out of appetite.

If catering is only dropping off food, it is in appetite, but auto hired and non-owned coverage will be removed.

Distinguished.

PRIMARY HOSPITALITY





Will you offer an umbrella product?

We offer a \$1M Excess over our BOP.

Distinguished.

PRIMARY HOSPITALITY

Are there requirements for recurring vendor services? What about special events at restaurant locations?

Yes. Restaurants are required to perform periodic maintenance and keep records. This is important for loss prevention in any restaurant.

Special events are subject to individual underwriting. We are not targeting accounts that host weddings or larger groups. Off-site special events are not covered by the BOP.



Distinguished.

PRIMARY HOSPITALITY

Follow Us

Find us on social media for market insights and industry news. Learn about our latest free webinars, eBooks, and Case Studies.



@distinguishedprograms1



@DistinguishedPG



Distinguished
Programs



distinguishedprograms



Distinguished
Programs

Distinguished.
PRIMARY HOSPITALITY



LIVE WEBINAR | EXPERT INDUSTRY PANEL

Business Owner's Policy (BOP) for Restaurants

Thank you to everyone who joined us for today's webinar. Thank you for your time and have a wonderful rest of your day!

Distinguished.

PRIMARY HOSPITALITY