



# Fine Art & Collectibles Insurance: Q&A For Brokers

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Thank you for joining us!

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# Done Deals

PRODUCT	DESCRIPTION	COVERAGE	PREMIUM	WHY DISTINGUISHED?
Exhibition	Annual exhibition policy needed for items on loan to a municipal airport	\$1,000,000	\$2,500	With further discussion, some items on long term loan or permanently installed, other works as part of a curated schedule will rotate through spaces in the airport designated for the shows and protective measures taken to secure the works from high traffic pedestrian areas.
Museum	Collection of a municipality containing art across municipal buildings and outdoor spaces, including libraries, parks, and an airport	\$25,000,000	\$20,000	Municipal collections can be complex and not all carriers are comfortable with the variety and spread of risk - we were able to offer the client a simple solution.
Museum	Community Center that had large donation of artworks	\$4,000,000	\$7,200	Not for Profit that had large donation of artworks by board member. Needed insurance solution that was more specialized than placing them under the existing Commercial Package policy.
Private Collection	Collection of fine art for a collector's estate 100% in a fine art storage facility	\$5,000,000	\$5,000	Capacity can be limited in fine art storage facilities as – we are able to provide capacity to brokers for storage-only risks.
Private Collection	Small collection of musical instruments	\$50,000	\$500	Broker and client were happy with the quick turnaround on the quote and policy was bound in a week - shared we were easy to work with.

# 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

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# 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 Programs



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

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

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# Meet the Experts



**Alison Sweeney**

Vice President, Fine Art Expert  
Fine Art & Collectibles



**Ashley Mehyo**

Vice President, Claims  
Fine Art & Collectibles

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# Program Appetite

## Who are our clients?

- Private collectors
- Museums
- Institutions
- Universities, Libraries
- Municipalities, States, Federal Collections
- Dealers and gallery owners
- Artists and artist foundations
- Corporate collectors
- Exhibitions
- Auction houses



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# Program Appetite

## What type of collections do we insure?

- Fine Art
- Sports Memorabilia
- Entertainment Memorabilia
- Wine and Spirits
- Antiques and Antique Furniture
- Stamps
- Comics
- Books & Manuscripts
- Coins
- Furs
- Glass or Pottery
- And more..





# Program Appetite

## What won't we insure?

- Standalone jewelry
- Automobile liability
- NFTs or digital assets



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# Program Capacity

**\$100M**

We can deploy our capacity on a primary, excess, or quota share basis to allow brokers creativity when building their clients' collectibles insurance program.

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# How does aggregation influence our underwriting decisions?

We have a goal of building our portfolio evenly.

Currently, we have no aggregation issues anywhere, including natural catastrophe areas like FL or CA, and large museums and fine art specialty storage warehouses.

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# What expertise does our team bring to Fine Art and Collectibles Insurance?

Our expert underwriting and claims teams have years of expertise that cover everything from fine art to niche collectibles.



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**Patrick Drummond**  
President



**Erika Witle**  
Senior Vice President



**Alison Sweeney**  
Vice President, Fine Art Expert



**Nonie Tompkins**  
Vice President, Underwriter



**Ashley Mehyo**  
Vice President, Claims



**Stacy Button**  
Underwriter/Affinity Marketing Manager



# How does our team's experience influence our claims handling?

Our Head of Claims brings extensive experience in handling art and collectibles claims. With in-house claims adjusting, we provide expert service tailored to clients' needs, leveraging personal experience, a vast network of conservators, appraisers, legal experts, and auction houses while maintaining top-tier communication throughout the process.

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# Our Approach to Handling Claims

Report all losses to Distinguished Fine Art & Collectibles:

- Email: [facclaims@distinguished.com](mailto:facclaims@distinguished.com)
- Phone: (888)764-9587

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# Collaborating With Experts During the Claims Process

Up-to-date appraisals and valuations are crucial for determining the amount of coverage a client should purchase for his or her fine art collection.



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# Handling Complex Submissions and Quick Turnarounds

- **Service:** Ensuring brokers have a seamless experience with quick responses and thorough coverage discussions.
- **Expertise:** Handling complex submissions by leveraging each team member's specialized knowledge.
- **Availability:** Always ready to assist, welcoming calls to walk through risks and answer questions.

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# Prioritizing the Customer Experience

**Both our brokers and our end clients are our customers, and the ease of doing business for both is paramount to us.**

- For brokers: Enjoy an easy submission process, quick turnarounds, and priority treatment with any inquiries or changes.
- For clients: Benefit from responsive claims service and flexible payment options, including direct bill installments and auto-pay.



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# Meeting the Specific Needs of Fine Art and Collectibles Clients

Our policies are tailored to the specific needs of our clients, with an appropriate selection of valuations for the collection type and additional coverages designed to address their concerns.

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# Blanket Coverage for Changing Inventories

**Yes, we offer blanket coverage!**

Blanket coverage sets a broader policy limit, with claims based on an item's current market value, per policy terms. This simplifies insurance management for collectors, as items don't need to be added or removed.

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# Recent Success Stories

- **Warehouse Capacity:** We offer storage-only accounts, filling a gap many brokers face.
- **Large and Complex Accounts:** Our underwriters tailor policies and payment schedules, helping brokers meet future coverage needs.
- **Small Business:** With low minimum premiums, responsive underwriters, **and a portal coming soon**, we aim to be your top choice for small businesses.

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# Key Factors That Contribute to These Wins

- Flexibility and responsiveness of our team
- Creativity in underwriting, and a “find a way to say yes” approach

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# What role did our team's expertise play in securing these wins?

Complexity and market-knowledge, knowing certain storage facilities or accounts intimately makes underwriting easier and therefore faster.

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# How we plan to build on these recent successes in the future

More more more! We are eager to grow.

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# How do I submit business?

If you'd like to submit new business, register your agency on our website and submit a completed application to [submitFAC@distinguished.com](mailto:submitFAC@distinguished.com).

The application is available to download on the Distinguished Fine Art & Collectibles webpage. If you have any questions along the way, feel free to reach out.

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# Questions

First, let's dive into our questions from attendees that sent in questions via email, then we will go live to today's attendee questions.

Is coverage available for auctioneers, and do you offer consignment coverage for fine arts?



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Do you offer jewelry floater coverage for personal lines?

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Is there a program  
available for art and  
antiquities restoration?

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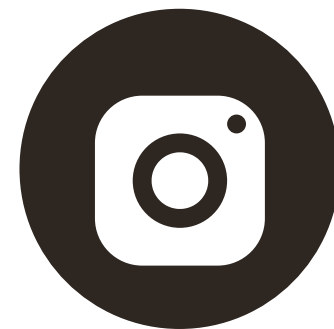
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LIVE Q&A WEBINAR | EXPERT INDUSTRY PANEL

# Fine Art & Collectibles Insurance: Q&A for Brokers

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

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