

ASK THE EXPERTS

Fine Art & Collectibles Insurance

THANK YOU FOR JOINING US TODAY

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Hello Everyone and Thank You For Joining Us!

My name is Ritchie Vener, I am the SVP and Chief Marketing 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

SVP and Chief Marketing 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

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

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

Meet the Experts



Patrick Drummond

President, Fine Art & Collectibles



Erika Witle

SVP, Fine Art & Collectibles



What is Fine Art & Collectibles Insurance?

Fine art and collectibles insurance coverage is a specialized type of insurance designed to protect valuable and unique items such as artwork, antiques, rare books, coins, and other collectible items such as sports memorabilia and wine or spirits collections.

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What Types of Items Can 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...

What Does It Cover?

Fine Art & Collectibles insurance is an inland marine property form, which provides "all-perils" coverage.

Fine Art & Collectibles insurance can cover a wide range of events and perils including:

- Accidental damage
- Water damage
- Theft
- Fires
- Accidents during transit
- Natural disasters



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What Doesn't Fine Art & Collectibles Insurance Cover?

Here are some common situations that are typically NOT covered:

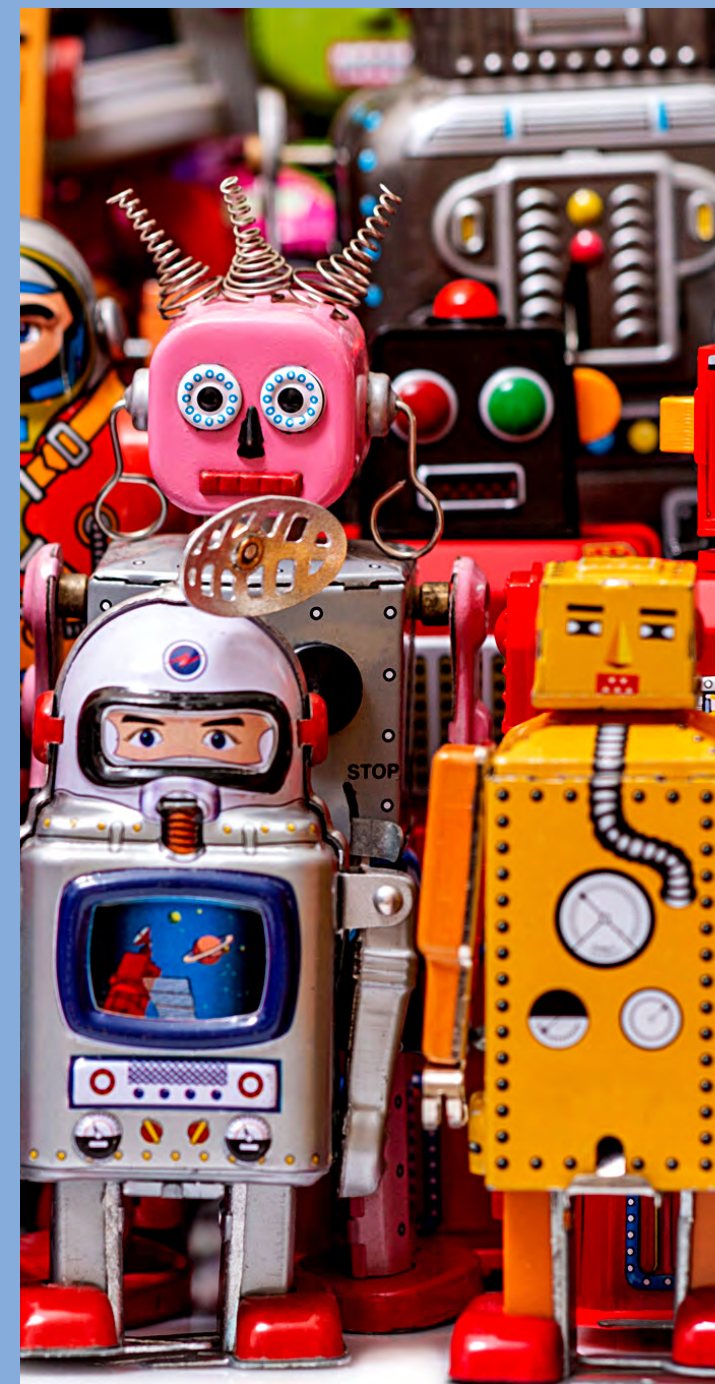
- Inherent vice
- Normal wear and tear
- Third-party liability
- Intentional destruction and conversion
- Authentication questions and title issues
- War, nuclear events, and government confiscation

Who Typically Purchases This Insurance?

- Private collectors
- Museums and institutions
- Exhibition coordinators
- Corporations (e.g., large corporations, hotels, restaurants, and offices with valuable pieces)
- Dealers and gallery owners
- Artists and artist foundations
- Municipalities
- Universities

How is Fine Art & Collectibles Insurance Different From a Homeowner's Policy?

- Specialized expert underwriter
- Lower deductibles
- More flexible and beneficial valuation
- Automatic coverage for your newly acquired property
- Specialized claim service and specialty adjusters
- Better equipped to handle the specific needs of collectors



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Where Is Coverage Available?

While we initially launched in select states, we plan to expand coverage to all 50 states pending regulatory approval.

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What is Capacity?

We've initially launched with a capacity of \$55 million, and we anticipate increasing it to above \$100 million shortly.



What Factors Help Determine Cost?

- Type of collection
- Size and scope of collection
- Spread of risk
- Deductible
- Hazards
- Location
- Loss history and safekeeping practices
- Frequency of transit

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.

What's the Distinguished Difference?

- Experience
- Client-forward service
- Passion
- Flexibility
- Connection



Who Will I Be Working With?



Patrick Drummond

President, Fine Art & Collectibles



Erika Witle

SVP, Central & Midwest



Skyler Stone

SVP, Southeast

Click on each name to
Connect with them on LinkedIn.



Alison Sweeney

VP, Northeast



Nonie Tompkins

AVP, West



Michelle Stegmann

VP, Claims

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Recommendations

How do you handle appraisals and valuations?

It's essential to provide us with as much information as possible, including appraisals, bills of sale, or any relevant documentation. This ensures that we can accurately appraise the value of the pieces and avoid under- or over-insuring.



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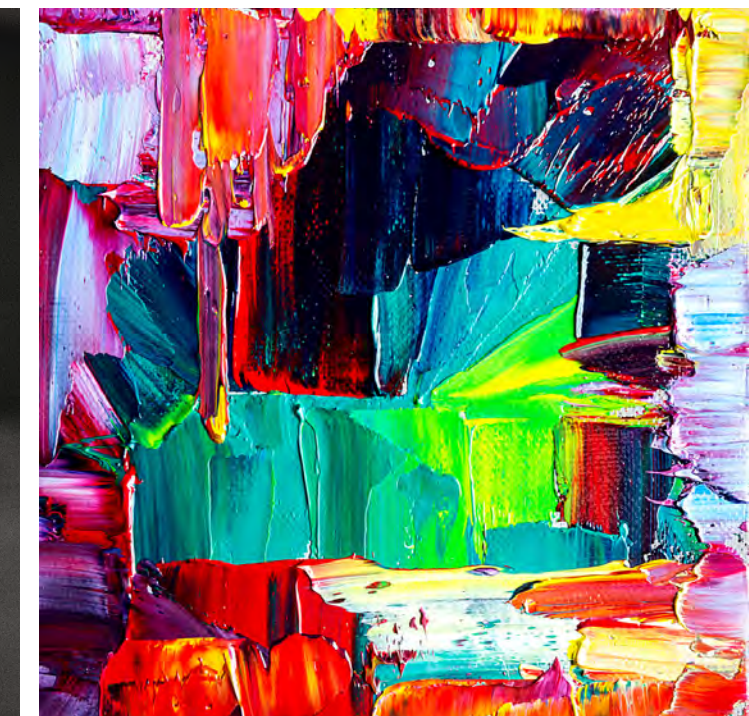
What's Your Top Cause of Loss?

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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.

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.





What's Your Average Turnaround Time?

Our average turnaround time is 1-2 business days.

However, our team is available to meet the urgent needs of clients.

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What's the Weirdest Thing You've Seen?

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



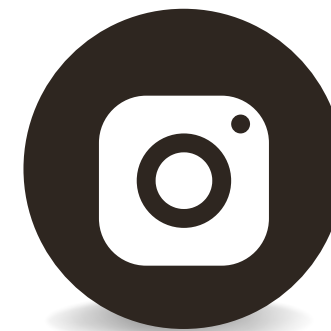
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Express Hotel Umbrella

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Restaurants

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*It is important to note that some coverage options may not be available in all states. For information on eligibility, please visit our website or contact one of our insurance specialists.



LIVE WEBINAR | EXPERT INDUSTRY PANEL

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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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