

LIVE WEBINAR | EXPERT INDUSTRY PANEL

Restaurant Insurance

The Secret Ingredient to Building Your Portfolio

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, and Restaurants. Serving the same core markets and partnering with the most stable and reputable carriers, Distinguished Programs' high-limit umbrella and primary insurance programs remain the clear choice in its areas of specialty for superior coverage, competitive pricing, and attentive service.

Meet the Experts



Heidi Strommen

Senior Vice President
Primary Hospitality Programs
Distinguished Programs



Erick Schmitt

Regional Vice President
Sales
Distinguished Programs

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Restaurant Insurance Programs

End-to-end restaurant coverage.

One-Stop-Shop For Restaurant Insurance

You'll be able to serve all your clients' coverage needs from a single source: Property, General Liability, Liquor Liability, EPLI, Umbrella, Cyber, and other product enhancements. Available nationwide, our appetite ranges from fine dining to fast-casual.

30+ Years of Industry Experience

Your restaurant clients appreciate good service. With Distinguished, you'll have some of the most experienced underwriters in the market working with you for excellent service.

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Specialize in Restaurants

Let's Get Your Restaurant Clients Covered

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Restaurant Package

The Distinguished Restaurant Package combines many coverages your clients need, including Property, General Liability, Liquor Liability, EPLI.

Features:

Property • General Liability • Liquor Liability • Equipment Breakdown • Crime • Employment Practices Liability • Auto (hired/non-owned, valet) • Food Spoilage • Retail Wine Valuation • Hospitality Plus Enhancements • Flood and earthquake options for many locations

Deadly Weapons Protection

Today's reality means that restaurants face more threats than ever, including the risk of armed assailants in or near your restaurant with the intent to do harm. (Available as an add-on to Package or Umbrella coverage.)

Features:

Property Damage • Funeral Costs • Business Interruption • Business Salary Expense • Extra Expense • Crisis Management • Counseling Services • Coverage for a wide variety of weapons, not just firearms • Crisis management services are activated if a weapon is just brandished as well as if actually used

Restaurant Umbrella

Umbrellas are for extra protection when the unforeseeable happens. Our high excess limits provide outstanding value for insureds that require additional coverage. Designed by industry liability experts.

Features:

Limits from \$1M to \$150M to satisfy any restaurant • Admitted, A.M. Best A rated carriers • Competitive pricing and low minimum premiums • Responsive service and 24-hour direct-to-issue binding confirmation • No shared limits • Follow Form Liquor Liability (subject to separate liquor limit and underwriting approval)

Cyber Liability

As one of the most targeted industries by hackers, Cyber Liability Insurance is no longer a 'nice to have' coverage for your restaurant clients; it's a necessity. We offer two cyber products giving clients a range of coverage options to suit their needs. Cyber limits are available up to \$1M with higher limits upon request, and we offer competitive minimum premiums.

Features:

First-party and third-party Cyber Liability • Notification • Expense covered outside the limit of liability • Business Income and Cyber Extortion coverage available • e-Crime coverages included • Access to a 24/7 crisis response hotline

Segments We Serve

Coverage Your Restaurant Clients Will Value

Give your clients the convenience and value of one-stop-shop coverage. 30 years of restaurant underwriting expertise.

Segments We Serve

- Fine Dining
- Family/Casual Dining
- Fast Casual
- Wine Bars
- Off-Premises Caterers
- Ghost Kitchens & Cloud Kitchens

Happy To Entertain

- New ventures eligible with prior experience
- Sushi & Raw Bars
- Hibachi-style Cooking Exposure
- Incidental Bakery, Market or Retail Exposures



Who is your carrier partner?

Our restaurant package is written with Arch Insurance Company (Admitted, A+ XV) and is accessible only through Distinguished Programs. As a result, we offer retail brokers an option for their restaurant clients that is unique in the marketplace.

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Availability

Are you available in all states?

Yes – except our Restaurant Package is not available in Alaska

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Coverages Designed for Restaurants

Restaurants need coverages designed to meet their unique needs. We offer enhanced specialty coverages, including:

These include:

- Food-borne contamination business interruption
- Food spoilage
- Retail price wine valuation
- Fine arts
- Guests' property
- Employee theft
- Backup of sewer and drain
- Plus much more



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What Additional Policies Are Available to Distinguished Restaurant Clients?



Deadly Weapons Protection

- Coverage for a wide variety of weapons, not just firearms
- Crisis management services are activated if a weapon is just brandished as well as if actually used
- Property Damage
- Funeral Costs
- Business Interruption
- Business Salary Expense



Higher Limit Cyber Liability

- Higher limit cyber liability with Beazley product
- 24/7 crisis response hotline
- Notification expenses outside limits of liability
- e-Crime coverages included
- Coverage includes first-party and third-party cyber liability

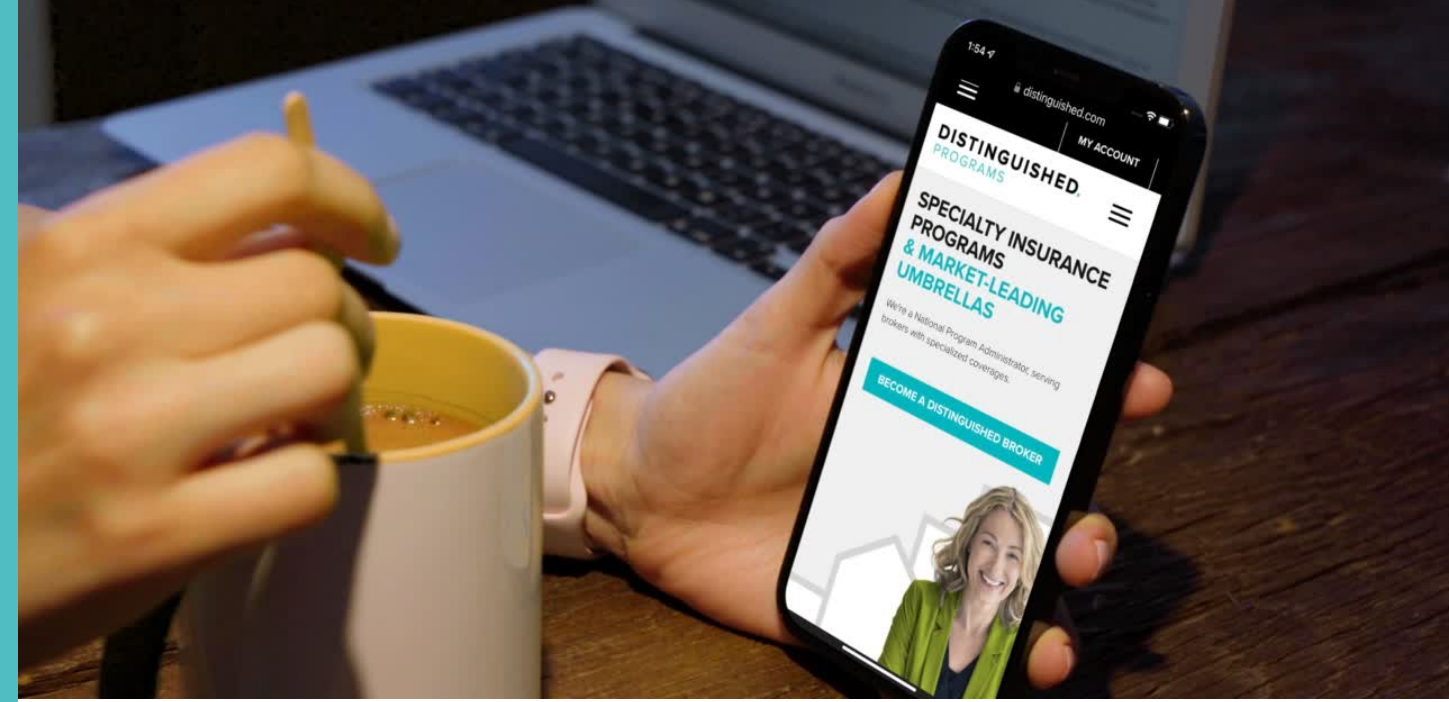
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Questions

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.

Why Do Restaurants Need High Umbrella Limits?

A restaurant's General Liability, Liquor Liability, and Commercial Auto policies provide standard limits that may not be adequate in a catastrophic event. Attorney fees and court costs alone could be financially debilitating for a restaurant. What happens if a judgment is rendered against a restaurant that exceeds the primary policy's limits? The restaurant's assets and future revenue will be at stake, putting the owner, employees, and business in jeopardy. In addition, many property leases require \$10 million or even higher Umbrella limits. An Umbrella policy helps strengthen the coverage provided in the underlying policies by providing additional limits if a devastating incident or accident occurs.



What are the Most Common Causes of Loss for Restaurants?



Liability

Slips/Trips/Falls



Property

Kitchen Fires & Water Damage



Crime

Employee theft

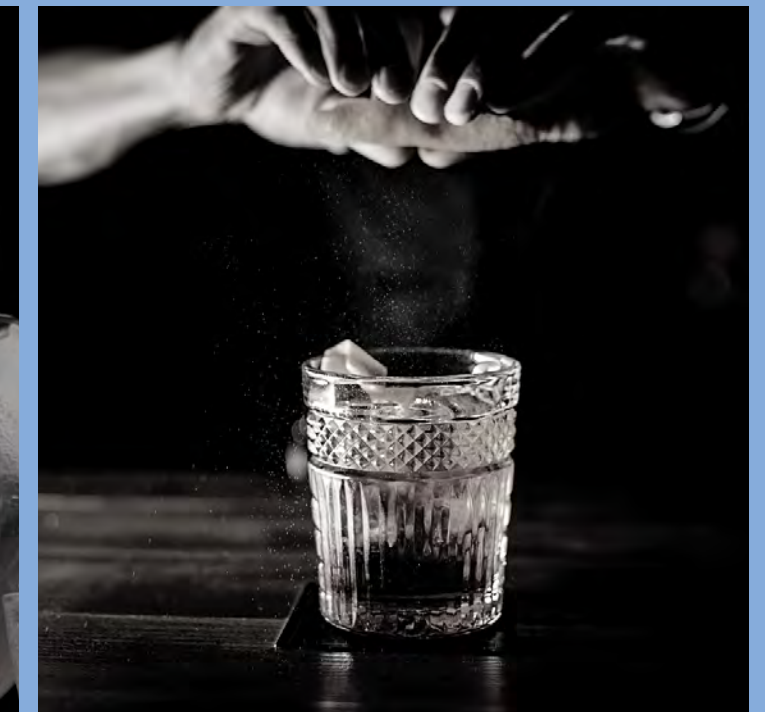


Umbrella

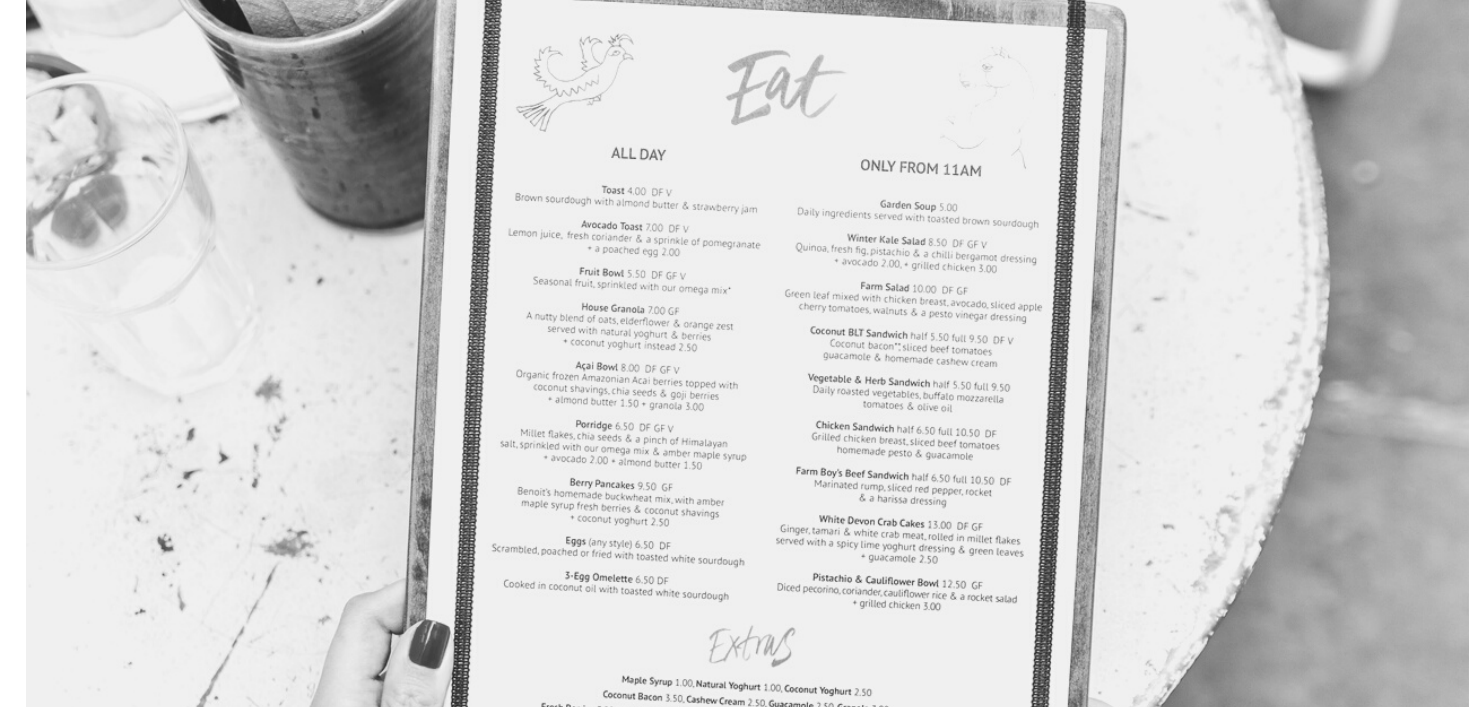
Liquor-Related Claims

What Are Some Common Reasons You Decline Restaurant Risks?

- Ineligible property – either coastal exposure or protection class 8 – 10
- Entertainment beyond incidental
- Hours of operation – open past 1:00 a.m.
- Liquor sales in excess of our guidelines
- Adverse loss experience
- Ineligible restaurant classes such as fast food, buffet-style, sports bars, and first-party delivery.



How Do I Submit Business?



Contact one of our insurance experts to learn more about our restaurant insurance programs and policies.

If you'd like to submit new business, register your agency and submit an application for restaurant insurance.

Rush Quotes And High Limits Available

Distinguished is ready to help you make the sale from the word "go." We emphasize service and will strive to help you win those last-minute opportunities.

We're ready to help you make the sale by:

- Offering up to \$150 million in coverage
- Offering coverage through exclusive arrangements with admitted carriers rated "A+" or better
- Accepting restaurants nationwide (except in Alaska)



Questions?

Let's take some questions from our attendees today

Please note:

If we are running short on time and can't get to all attendee questions now, we will be emailing everyone a PDF with the questions and answers from today's session.

Top 5 Reasons

You Need Distinguished Restaurant Insurance

Distinguished's restaurant insurance program is perfect for fine dining restaurants looking for complete coverage at an affordable price. Not only does it offer a compelling choice for clients, but it's also highly convenient for brokers looking for a one-stop shop for their more discerning clients.

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#1: One-Stop Shop For Restaurants

Distinguished offers Property, General Liability, Liquor Liability, EPLI, Umbrella, Cyber, and other product enhancements. You'll be able to provide exclusive protection from an A+ XV rated carrier and expert underwriting and service team.

2

#2: We Are Everywhere

Well, maybe not everywhere (sorry, Alaska). But our coverage is available in the other 49 states.

3

#3: Access To The Experts

We understand restaurant insurance. With over 30 years of experience, our underwriting team is known for its industry expertise and exemplary service.

4

#4: Coverage Designed For Various Restaurant Types

Our restaurant program was designed for: Fine dining, Family/casual dining, Fast casual, Wine bars, Off-premise caterers, Ghost or virtual kitchens. We also welcome new restaurant ventures with experienced operators.

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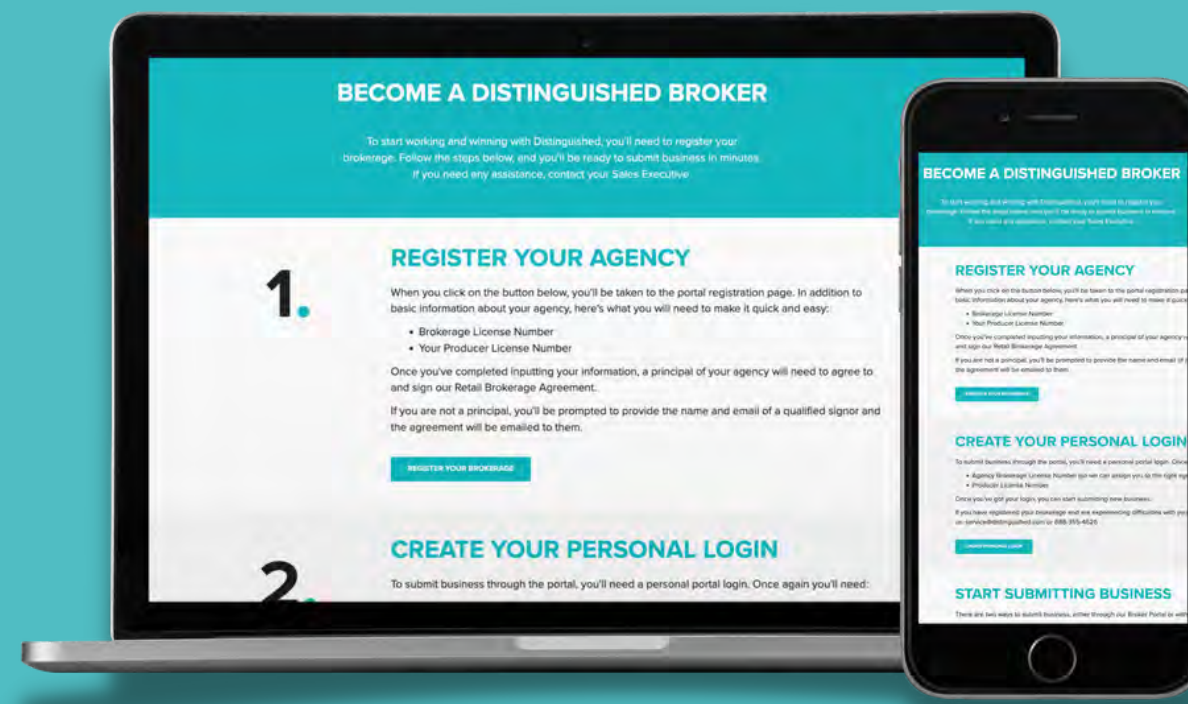
#5: When It Matters, We're There

Distinguished offers Property, General Liability, Liquor Liability, EPLI, Umbrella, Cyber, and other product enhancements. Offering coverage through exclusive arrangements with admitted carriers rated "A+" or better. Access our expert underwriting and service teams.

How To Sign Up Today

Contact one of our insurance experts to learn more about our restaurant insurance programs and policies.

If you'd like to submit new business, register your agency and submit an application for restaurant insurance.



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Follow Us

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



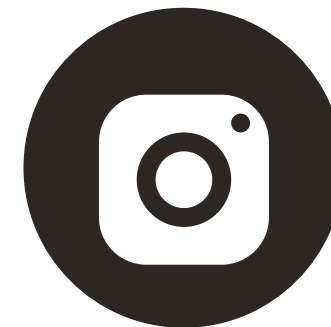
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Thank you to everyone who joined us for today's webinar. Thank you for your time and have a wonderful rest of your day!

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