



# GENERAL LIABILITY COVERAGE GUIDE

## General Liability Summary:

General Liability insurance offers financial protection if someone other than an employee gets hurt or if a business is held responsible for damaging property that doesn't belong to the business owner.

## Target business size and customers:

Small businesses with less than \$5 million in revenue. Coverage is designed for a broad range of classes, with a representative sample of some of the types we cover:

### Contractors

- Appliance Technician
- Carpentry
- Drywall Service and Repair
- General Contractor
- Handyperson
- Landscaping and Lawn Care
- Painting
- Roofing
- Tile, Stone and Flooring Installer
- Plumber
- Electrician
- Mason
- HVAC Installer
- Concrete Construction
- Snow Plowing
- Welding
- Excavation and Grading

### Cleaning

- Carpet Cleaning
- Janitorial Services
- Window Cleaning
- House Cleaning and Maid Service
- Garbage Collection
- Debris Removal
- Pressure Washing
- Floor Waxing

### Insurance Professionals

- Insurance Agent
- Claims Adjuster
- Insurance Appraiser
- Insurance Inspector

### Retail

- Retail Store
- E-commerce
- Bookstore
- Fabric Store
- Electronics Store
- Hardware Store
- Florist
- Home Decor Store
- Videos and Video Game Rental Store

### Financial Services

- Accountant
- Financial Advisor
- Bookkeeper
- Tax Services
- Notary
- Credit Analyst

### Restaurant, Food and Bar

- Coffee Shop
- Catering
- Restaurant
- Cafe
- Bakery
- Grocery Store
- Meat Shop
- Farmers' Market
- Food Cart
- Personal Chef
- Food Delivery
- Event Planner

### Real Estate Services

- Real Estate Agent/Broker
- Property Management
- Mortgage Broker
- Home Inspector
- Apartment Agent

### Consultants (Includes PL Coverage)

- IT Consulting or Programming
- Software Developers
- Website Designers
- Business Consulting
- Education Consulting

### Beauty

- Hair Stylist
- Esthetician
- Cosmetology
- Beautician
- Nail Technician
- Barber

### Education

- Daycare
- Tutor
- Teacher

### Fitness

- Personal Trainer
- Fitness Instructor
- Yoga Instructor
- Dance Instructor
- Pilates Instructor
- Indoor Cycling Instructor
- Crossfit Instructor
- Golf Instructor
- Zumba Instructor
- Aerobics Instructor

### Arts and Entertainment

- Music Production Services
- Video and Film Production
- Music Entertainment
- Performing Arts
- Photography and Videography
- Graphic Designers
- Interior Designers
- Event Planner
- Wedding Planning
- DJ

### Health and Wellness

- Psychologist
- Substance Abuse Counselor
- Diet/Nutrition Services

### Therapy

- Massage Therapist
- Spa

## Availability:

- Nationwide except for NY state; in FL, we only offer Contractor and Cleaning policies
- *We plan to launch FL non-construction and NY in 2021*

## Key Customer Benefits:

- Coverage starting prices by class:
  - \$37.50/mo for contractors
  - \$10.67/mo for fitness
  - \$16.67/mo for beauty
  - \$25/mo for professional services
  - \$25/mo for restaurant
  - \$25/mo for retail
- E&O coverage for contractor businesses as well as business specific professional liability endorsements for consultants, fitness trainers, beauty professionals, event planners, child care and education businesses
- \$0 deductible on all general liability policies
- BOP customers can get a general liability and commercial property bundle which is billed together, and they are able to tailor or change each policy independently.
- NEXT is 100% dedicated to small businesses, with policies designed for their needs.
  - Coverage tailored for businesses
  - Monthly payments
  - No cancellation fees

## Key Agent Benefits:

- **Quick and predictable:** Instant quote and bind process for 100% of policies; no underwriting delays.
- **Great service:** U.S.-based licensed, insurance experts available to answer questions.
- **One-stop shop:** Use NEXT to save customers up to 10% by bundling commercial property, workers' compensation, commercial auto and professional liability (E&O) coverage.
- **Efficient claims handling:** Customers receive a dedicated claims advocate to help manage their claims. Claims advocates are available via text, chat, email or phone, and strive to resolve the claim within 48 hours.

## Coverage summary and details (as of 6/24/2021):

General Liability — Revenue Limit: \$5M				
Coverage	Limit Type	Basic	Pro	Pro+
General	Aggregate	\$500,000	\$1 million	\$2 million
General	Occurrence	\$500,000	\$1 million	\$1 million
General	Deductible	\$0	\$0	\$0
Damage to Rented Premises	Per Premises	\$100,000	\$100,000	\$100,000
Medical Expenses	Per Person	\$5,000	\$10,000	\$15,000
Personal & Advertising	Per Person or Organization	\$500,000	\$1 million	\$1 million
Products Completed	Aggregate	\$500,000	\$1 million	\$2 million
<i>**Exact limits will vary by class of business</i>				
Contractor E&O	Limit Type	Basic	Pro	Pro+
As a part of, not in addition to the CGL limits				
Professional Liability	Aggregate	N/A	\$20,000	\$50,000
Professional Liability	Occurrence	N/A	\$10,000	\$25,000
Professional Liability	Deductible	N/A	\$0	\$0
Consulting E&O	Limit Type	Basic	Pro	Pro+
As a part of, not in addition to the CGL limits				
Professional Liability	Aggregate	N/A	\$1 million	\$2 million
Professional Liability	Occurrence	N/A	\$1 million	\$1 million
Professional Liability	Deductible	N/A	N/A	N/A
Fitness Trainer E&O	Limit Type	Basic	Pro	Pro+
As a part of, not in addition to the CGL limits				
Professional Liability	Aggregate	\$1.5 million	\$3 million	\$4 million
Professional Liability	Occurrence	\$500,000	\$1 million	\$2 million
Professional Liability	Deductible	N/A	N/A	N/A
Event Planning, Child Care, Education, Health & Beauty E&O	Limit Type	Basic	Pro	Pro+
As a part of, not in addition to the CGL limits				
Professional Liability	Aggregate	\$500,000	\$1 million	\$2 million
Professional Liability	Occurrence	\$500,000	\$1 million	\$1 million
Professional Liability	Deductible	N/A	N/A	N/A

## Underwriting Declines / Exclusions:

- More than two claims in the last three years
- More than \$20,000 in claims in the last three years
- Revenue/gross sales greater than \$5 million
- Has a payroll greater than \$5 million
- Has had bankruptcies, tax or credit liens in the last 3 years
- Officer, owner or partner of your business has been convicted of fraud, bribery, arson or any arson-related crime in the past five years
- Involved in business-related lawsuits
- Is aware of losses, accidents or circumstances that might give rise to a claim against the policy they are currently shopping for
- Contractors not permitted to work in New York state
- Has had an insurance company has cancel, revoke or refuse to renew their insurance coverage in the last three years except for non payment
- We do not cover exterior insulation and finish system work
- We have an earth movement exclusion for the majority of our construction classes, some exceptions are excavation, concrete construction and landscaping.
- We employ a professional services exclusion for our contractor policies
- We mandate specific subcontractor insurance requirements
  - We do not specifically exclude any type of work performed by subs in the form, but any coverage provided to our insured will only be in excess to the sub's commercial general liability insurance. Our insured is required to be named as an additional insured on this policy with limits equal to or exceeding the limits provided by the NEXT policy.
- We employ a prior work exclusion for all our general liability policies
- Additional common exclusions:
  - Asbestos
  - Employment-related practices
  - Fungi or bacteria
  - Lead
  - Non-compensatory or punitive damages
  - Pre-existing damages or injury
  - Sexually transmitted diseases
  - Silica or silica dust
  - Total pollution
- Retail/e-commerce
  - Product liability coverage up to \$1 million/\$2 million limits (excludes certain prohibited products)
  - Restrict private labeling/manufacturing greater than 1,500 units per year; acting as a wholesaler, importer, distributor, sales representative, designer or warehouse operator
- Liquor Liability
  - Eligible classes include: Restaurants
    - Eligible risks must have less than 30% of gross receipts attributable to alcohol sales
  - Not available for risks in the business of:
    - Alcohol production (including wineries, breweries and distilleries)
    - Wholesale or distribution of alcohol
    - Bar or tavern (including night clubs, sports bars and gentlemen's clubs)
    - Membership club (including golf, civic, fraternal and social clubs)
    - Catering operations or hosting off-premise events in excess of 30% total annual sales (including events, weddings and parties)
  - Not available in AL, AK, DC, FL, VT, IA, MA, MI, MN, NY, IL, MO, UT
  - Subject to additional underwriting