

21 Things You MUST Think About Before Selecting an Insurance Broker for HOA Earthquake Coverage!

Elliot Katzovitz



Author • Speaker
Insurance Expert

Elliot Katzovitz
INSURANCE
AGENCY, INC

8503 Washington Blvd
Culver City, CA 90232
Phone (310) 945-3000
Fax (310) 945-3001
Lic # 0E67766
elliott@elliottinsurance.com



If You Are Using Any Other Agent, Ask Yourself These Questions:

DOES YOUR CURRENT AGENT DO ALL OF THESE THINGS FOR YOU ?

	THEM	US
1 ACT AS YOUR RISK MANAGER MAKING SURE <u>ALL</u> YOUR CLIENTS ARE INSURED PROPERLY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
2 PROVIDE COMPLETED INSURANCE DISCLOSURES So You Don't Have To	<input type="checkbox"/>	<input checked="" type="checkbox"/>
3 DELIVER RENEWALS in a Timely Fashion Allowing the Board Time to Make Decisions & Budget \$\$	<input type="checkbox"/>	<input checked="" type="checkbox"/>
4 HAVE LIVE PEOPLE ANSWER THE PHONE (No Automated Phone Maze to Get Your Answers)	<input type="checkbox"/>	<input checked="" type="checkbox"/>
5 SPECIALIZE IN HANDLING THE COMPLEXITIES OF CONDO ASSOCIATION INSURANCE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
6 BID THE ACCOUNT EACH YEAR (Taking Advantage of Market Changes & Avail. Discounts)	<input type="checkbox"/>	<input checked="" type="checkbox"/>
7 Provide FREE WELCOME KITS with invaluable reference materials like THE CONDO BLUEBOOK	<input type="checkbox"/>	<input checked="" type="checkbox"/>
8 PROVIDE EASY-TO-UNDERSTAND PROPOSALS with Your Insurance Coverages Clearly Outlined	<input type="checkbox"/>	<input checked="" type="checkbox"/>
9 REVIEW ALL YOUR CLIENT'S POLICIES for Gaps and Coverage Mistakes	<input type="checkbox"/>	<input checked="" type="checkbox"/>
10 CHECK THAT THE ASSOC. INSURANCE COMPLIES WITH CC&Rs & DAVIS-STIRLING ACT	<input type="checkbox"/>	<input checked="" type="checkbox"/>
11 Educate You on LITTLE KNOWN STRATEGIES to Help Your HOA Contain Costs	<input type="checkbox"/>	<input checked="" type="checkbox"/>
12 DO WHAT IS BEST FOR YOU & YOUR CLIENT - Even if it Means Sending You to Another Agent	<input type="checkbox"/>	<input checked="" type="checkbox"/>
13 Offer FREE GUIDANCE & ADVICE Any Time You Have an Insurance Question	<input type="checkbox"/>	<input checked="" type="checkbox"/>
14 Keep a Strong, Gifted Staff to Handle ALL of Your Insurance Requests	<input type="checkbox"/>	<input checked="" type="checkbox"/>
15 Have a REFERRAL REWARD PROGRAM Offering FREE COFFEE & Chances to WIN Fantastic Prizes	<input type="checkbox"/>	<input checked="" type="checkbox"/>
16 Offer FREE WRITTEN REPORTS Relating Insurance News & Statutory Changes Affecting Your Clients	<input type="checkbox"/>	<input checked="" type="checkbox"/>
17 Give You FREE the Liability Reduction System (\$275 value) to Help Prevent Unnecessary Claims	<input type="checkbox"/>	<input checked="" type="checkbox"/>
18 DELIVER MULTIPLE PROPOSALS not One Quote-One Price Like Captives (i.e. Farmers, Allstate)	<input type="checkbox"/>	<input checked="" type="checkbox"/>
19 Give You a NO PRESSURE - NO HASSLE GUARANTEE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
20 PROVIDE CLEAR CONCISE INFORMATION FOR UNIT OWNERS So They Can Properly Insure Their Units Without Gaps or Overlapping Coverage	<input type="checkbox"/>	<input checked="" type="checkbox"/>
21 TREAT YOU LIKE A V.I.P.	<input type="checkbox"/>	<input checked="" type="checkbox"/>

IF YOU ARE NOT GETTING ALL THE SERVICE ABOVE CALL (310) 945-3000