

BDI Newsletter

Winter 2025



Serving independent insurance agents since 1954.



Visit our Agent Service Center!

A central place for agents to request certificates, check on quotes and policy info, all easily accessible in one place.

When Market Disruptions Create Challenges

When the market presents a problem, Dwelling Basic is still your perfect solution.

It's a lovely home, but some issue (condition? occupancy? value?) is keeping it from full coverage. And market disruptions don't make it any easier for your clients. When residential risks suddenly become harder to place, you can find a home with American Modern.

Let us help you with your basic dwelling needs:

- The Dwelling Basic program is designed to meet the needs of the dwelling owner that has a rental, seasonal, vacant, vacant with renovations and owner occupied.
- Vacant dwellings may be temporarily vacant due to one of the following conditions: renovation or remodeling, between tenancy or real estate closings, dwellings held for sale and on the market. Eligible risks are dwellings and manufactured homes. Also available for coverage is a stand-alone other structure. The Dwelling Basic Structure Endorsement is used for structures that are not dwellings. Examples include pole barns, camping structures, casitas and covered boat slips. The policy term is 12 months and the loss settlement is the actual cash value.
- The minimum dwelling limit is \$10,000 on owner and rental occupancy and \$5,000 on seasonal, vacant and not residence occupancy. There is no age limit on dwellings and multi-family up to 4 families are available.



Karen Brooks
Personal Lines



bloss-dillard.com send submissions to: submissions@bloss-dillard.com

WEST VIRGINIA | P (304) 429-6961 • TF (800) 624-3422 • F (304) 429-7248
VIRGINIA | P (804) 285-4930 • TF (800) 627-0505 • F (804) 285-4945



Navigating the 2025 Insurance Landscape

Great Scott! We've crossed into 2025, which happens to be ten years AFTER Marty & Doc programmed the time circuits for in Back to the Future Part II. Unfortunately, I don't recall anything in that movie that provided any insight into the 2015 insurance environment, let alone the 2025 insurance environment. I suppose we are left to figure this out for ourselves. If 2024 is any indication, we can again expect to see a lot of pricing fluctuation (increases) and appetite changes by the carriers. These things always lead to many opportunities for us to seize. It's sure to be an adventure and one for which those of us in BDI's transportation department are prepared.

Here at BDI, we can help with trucking-related accounts, public livery, and special types of accounts (think ambulances, fire & rescue vehicles, short-term auto rental operations, flag cars, driver training

vehicles, etc.). We are even here for your garage exposures...dealers and/or garage service operations, even those who are considered mobile or roadside repair services. Call upon our experience and capabilities to help make your 2025 a little more stable.

Please think of us first, and think of us often, as you do your part in protecting your transportation-related clients throughout the year.



Jeff Wright, Au, TRS

Commercial Auto Manager

jwright@bloss-dillard.com



Introducing Employer's Insurance to Bloss & Dillard's Workers' Compensation Lineup

Some exciting news for Bloss & Dillard's Workers' Compensation Department is that we have a new market, Employer's Insurance. We now have this in our stable of carriers to consider when quoting workers' compensation for you and your clients.

Employers have been providing cost-effective workers' compensation insurance for over a century. With competitive pricing, financial stability and dependability, Employers remain focused on keeping America's small businesses not only working, but working safely. Bloss & Dillard looks forward to seeing this new opportunity help meet you and your client's needs in 2025.

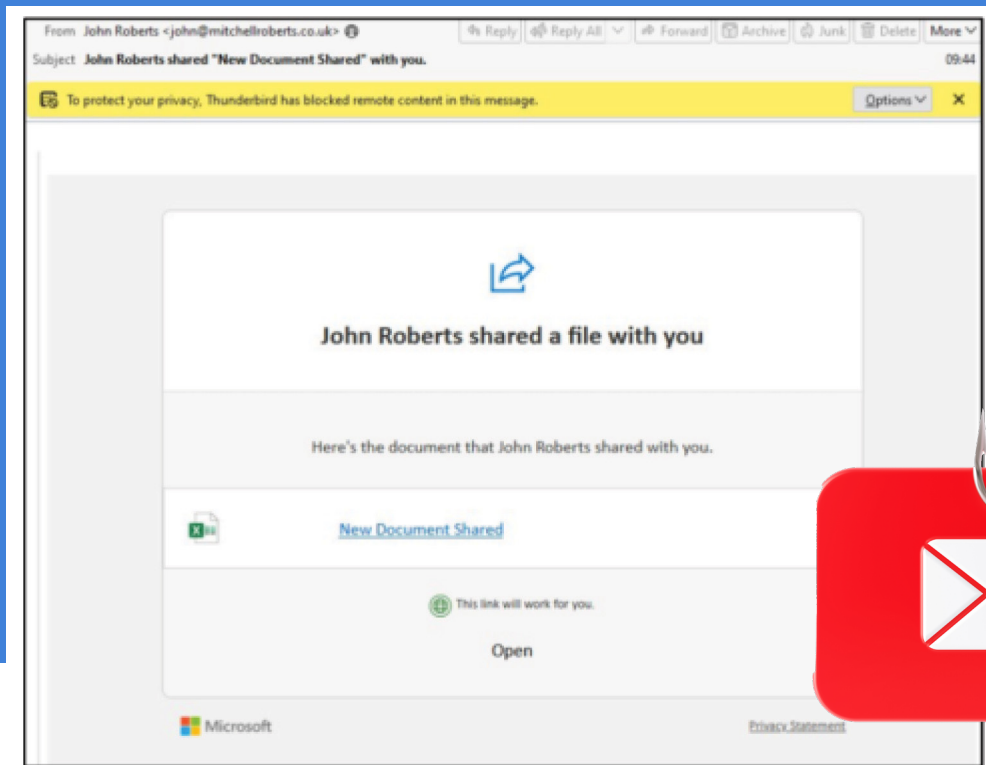
As we wrapped up 2024, we want to express our sincere gratitude for your continued trust and partnership. Your support has been invaluable to us, and we are truly thankful for the opportunity to work with you. Its agents like you that make our work so rewarding. We look forward to many more successful collaborations and appreciate your business!



Linda Wolfe

Workers' Compensation

lwolfe@bloss-dillard.com



Phishing Emails and How to Handle Them

I'm sure many of you have seen and/or even received an email that looked very similar to the above example. And, I am sure, many of you clicked the link and attempted to enter your Microsoft 365 credentials so you could view the document. Then, maybe the same day, maybe even a week or longer later, you start getting emails from customers and peers asking if the email they got with a link to a document is legit and if it was actually sent by you. What happened was that you had been PHISHED!

Phishing scams are messages intended to steal personal and financial information by pretending to be from trusted sources, like banks, vendors, or even internal departments. These messages often look real enough to trick people into sharing sensitive data or downloading harmful files. The above-referenced email tricks you into sharing your Microsoft 365 credentials and then those credentials are used to hijack your MS365 account to send out other unauthorized emails. I am going to quickly give you some steps to take to protect against phishing emails. Most of this applies to Microsoft 365 but can be adjusted for most email accounts. (Note: These are general best practices. Make sure to follow your organization's phishing and spam email guidelines.)

1. Immediately reset the user's password. Do not send this via email or IM.
2. If not already, enable Multifactor Authentication, aka, MFA or 2FA.
3. Check for the presence of and remove any suspicious forwarding rules on the account.
4. Check for the presence of and remove any suspicious inbox rules on the account from the web version of the email client.
5. Sign the user out of all sessions.

These steps should free up the account and get it back to normal status. It is also a good idea to download a CSV file of all the email addresses to which an unauthorized email was sent warning them of the possibility that their account may be compromised as well if they clicked any links in the unauthorized email.

Don't get too discouraged if you have been tricked by one of these emails. Most times these emails have come from a legitimate sender and the hackers are getting better and better at making the emails look legit, so it is easier than ever to be fooled by them. We have decided that if we get an email with a link to a shared document, we are going to follow up with an email to the sender to validate the legitimacy of the email. Good luck in the continued battle against the hackers! Feel free to reach out with any questions or comments – ttooley@bloss-dillard.com.



Tate Tooley

IT Manager

ttooley@bloss-dillard.com

Lessor's Risk (LRO)

Do you find yourself ready for that final, big, career change, as I do myself? Retirement? If you have an office building, this brings up the question "What am I going to do with this building?" If selling is not an option, you can consider leasing the building out to another business and if so, we can provide coverage for you, as a landlord. We have several A+ rated markets that we can review the risk with.

The tenants' operations must be reviewed for acceptance and the tenant must carry commercial general liability coverage with limits equal to or greater than the building owner. They must also name the building owner as an additional insured. Applicants should maintain certificates of insurance verifying acceptable GL limits and additional insured status. Applicants must have a current/complete listing of all tenants and understand their operations, as there are some tenants that would be a classification our carriers may not write. If the tenant's exposure is prohibited with a carrier, 90% of the time, they won't write the lessor's risk for the building.



The applicant should not have an active role or ownership in the actual operation of any leased facility. The operating entity and building-ownership entity must be two distinct legal entities. Even if both entities are owned by the same person, there should be the lease agreement should contain a hold harmless in favor of you, the building owner.

So if you find yourself with an owned office where you'll be leasing it or have a client in this situation, please give Bloss & Dillard a call so we can help make those golden years just a little less stressful.



Ernestine Napier

P&C

enapier@bloss-dillard.com

Write new business, *earn new stuff!*



BDI pays you for policies!

Earn money when you place your client's coverage through BDI. Our rewards program offers new business the bonus of a gift card for policies at premiums starting at \$1,000. Find out all the amazing benefits of what Bloss & Dillard can do for you. Visit our website today!



Complete our online gift card request form for any of the following qualification levels, and receive your Walmart gift card*:

- \$1,000+ premium / Personal Lines
- \$1,500+ premium / P&C
- \$2,500+ premium / Commercial Auto
- \$3,500+ premium / Workers Comp

Rewards apply to new business only. Above totals are per policy and not a cumulative total for multiple policies. *Walmart® stores are not affiliated with Bloss & Dillard, Inc. in any way. This promotion is provided to you without the participation of any Walmart® store.