



PHOENIX
Insurance Group, Inc.



Thank you and Insurance Update

For all of your business insurance needs contact us:

Jim Venezia, *CPCU, CRIS* and Leigh Hays

Phoenix Insurance Group

Jim 908-879-7224 / Leigh 908-879-2446



PHOENIX
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Who we are, what we do

Jim Venezia

- Experience
- Business model

Leigh Hays

- Experience
- Team work





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***Incremental progress, long term
gains for the Firestopping
industry.***



- Refresher on how this program developed
 - Where we started
 - What's ahead
- What we need from you to ensure success
 - Loss runs and GL declarations pages
 - (we are happy to remove and identifying data as our goal is solely to create an FCIA member insurance loss profile)
 - Work profile
 - (please complete the attached form – it does not create any obligation on your part it is an underwriting profile only)



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***We'd like you to feel like we're
your local insurance agent***



- How can we help you?
- What's missing in your current insurance relationship?
- What do you want from us?



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Insurance Education

Hot Topics - OVERVIEW



- Contracts and your insurance coverage
- Specific Work / Designated Operations Exclusions
- Additional Insured Issues
 - Coverage forms
 - ongoing ops / completed ops
 - blanket wording
 - Primary / Non-contributory wording
- Waiver of Subrogation



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Insurance Education

Hot Topics - OVERVIEW

- Contractual Liability Limitations
- Per Project Aggregate Limits
- 3rd Party Over & Contractor Exclusions
- Work Comp Issues in Monopolistic Fund States





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Q & A

ACTION STEPS

1. Email or fax us your Loss Runs and Liability Dec Pages
2. Call us with questions.
3. Complete the fact finder that we've provided today
4. Speak with us.

Go to www.fcia.org and click on our logo for our contact information.





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Thank you

For all of your business insurance needs contact us – visit www.fcia.org and click on our link or use the information below.

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