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Newsletter for Commercial Businesses

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Commercial Auto Insurance Minimum Requirements

Most states require that all registered vehicles be covered by liability insurance. Some states even require you to purchase uninsured motorist coverage and no-fault car insurance. Your commercial vehicle is no exception to the rule.

Most states require at least the same minimum insurance requirements that apply to passenger cars for commercial vehicles

Who Needs Commercial Car Insurance?

If you are operating a vehicle for any business-related purposes, you will need commercial car insurance.

For example, you would need commercial insurance to operate a vehicle for:

- Pickup or delivery of goods including:
 - o Materials.
 - o Newspapers.
 - o Pizza or other food delivery.
- Messenger services.
- Taxi services.
- Limousine services.

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Mike's Notes

Disability insurance is a benefit to the employer and employee

Your income is most likely your biggest asset. Without it, it would be hard to support yourself and your loved ones financially, as well as keep your future plans on track. Disability income insurance can help you stay on track by protecting a portion of your income.

Your employees have people that depend on them financially, as well. College tuition, groceries, car payments, mortgage payments, etc. What happens if you or your employee are no longer able to work? Who is going to cover the bills?

The government has a safety net system, Social Security Disability Income (SSDI) but you should know that the process to qualify for SSDI is difficult and could take years.

So, if you or your employee relies on work income, then you should know that disability insurance can help you protect 45% to 70% of your income should you become too sick or hurt to work.

What is Disability Insurance?

Disability insurance is also called disability income (DI) insurance. If you become too sick or injured to work for an extended period of time. DI could help cover a portion of your income, including bonuses and commissions (if elected).

Disability programs can provide benefits to employees that are unable to perform their current occupation due to illness or injury for a specific period of time (3 - 10 years) or can provide benefits until age 65. Additionally, the disability insurance provider will coordinate with SSDI to make sure the individual is receiving the maximum benefit available.

How does this help the employer?

American employees often spend more time at work than with their family at home. Most employers appreciate their employees and want to help them. When a beloved employee becomes ill or injured and unable to perform their normal job functions, employers often feel obligated to help the employee until they get back on their feet. This presents multiple problems; 1.) While you may feel compelled to help a long term, important employee, as an employer, you cannot discriminate and must provide the same considerations to all employees*. 2.) Compensating an employee that is not able to perform their normal job function(s) cost the company money in lost production and lost income.

Offering Disability Insurance protection is a way employers can protect their employees income as well as the business income created by the employee.

There are numerous types of coverage options and contracts available and employers can find a plan that meets their specific wants and needs for their organization and employees. To learn more about Disability Insurance Protection, contact our Benefits Service Team at 800-362-2809.

*Applicable Large Employer (ALE) can establish classes of employees that allow each class to have different benefit amounts.

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Additionally, you may need commercial insurance if your vehicle is:

- Registered or titled to a:
 - o Business.
 - o Corporation.
 - o Partnership.
- Rented or leased by others.
- Equipped with:
 - o Snowplowing equipment.
 - o Cooking or catering equipment.
 - o Bathrooms.
 - o Altered suspensions.
 - o Hydraulic lifts.
 - o Racing equipment.
- Consistently driven by you or your employees for both business and personal use.



If you are operating a vehicle for any business-related purposes, you will need commercial car insurance.

Commercial vs. Personal Car Insurance

Car insurance companies view commercial insurance and personal insurance as two completely different things. This is mainly because businesses typically face more risks in the daily operation of vehicles than a private citizen would.

If you carry a personal car insurance policy and you file a claim for an incident that occurred while driving for business purposes, you may find that your car insurance company will not pay on that claim.

However, if you have the appropriate commercial car insurance policy, you will be covered.

Limits

As stated above, most states require at least the same minimum coverage limits for commercial vehicles as they do for personal vehicles.

Additional requirements may apply, especially for vehicles that are used to:

- Transport passengers (e.g., taxis, limousines).
- Transport hazardous materials.

When you get your commercial auto insurance quotes, don't forget to ask about local laws that apply to you.

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Limits and Risk

When you shop for commercial car insurance, you may find that companies will only sell you policies that include coverage limits that are much higher than the state's minimum requirements for personal vehicles.

Why? It relates to risk. When a car insurance company provides coverage to commercial vehicles, it takes on increased risk.

Combined Single Limits

Limits in commercial car insurance policies typically differ from personal auto insurance limits in one major way.

Standard liability insurance policies usually break limits out into categories of property damage and personal injury. However, a commercial car insurance policy generally has a combined single limit.

This means that claims under your commercial car insurance policy will be covered under one limit.

You can expect to see coverage limits ranging from \$500,000 into the millions.

Types of Commercial Car Insurance

Because there are so many different types of commercial vehicles and different hazards and scenarios these vehicles face compared to the typical personal vehicle, there are several different types of commercial car insurance and coverages.

Types of commercial auto insurance include:

- Business auto insurance.
- Truck insurance.
- Cargo insurance.
- Pickup truck insurance.
- Tow truck insurance.
- Van insurance.
- Dump truck insurance.
- Non-owned/hired liability insurance.

Federal Regulations

Federal law dictates strict commercial auto insurance requirements for certain types of businesses who use vehicles to transport goods and passengers from state to state.

These requirements will differ depending on what it is you transport.



“The arrogance of success is to think that what you did yesterday will be sufficient for tomorrow.” –William Polard

As part of these requirements, your commercial insurance provider must submit insurance filings to the Federal Motor Carrier Safety Administration (FMSCA). These filings verify that you meet applicable insurance requirements.

These filings are a type of proof of insurance, certifying that you meet any insurance requirements that apply to you.

Intrastate Filings

If your business does not cross state lines, you may still be required to submit insurance filings with state officials. Similar to federal filings, these filings verify that you have met your state’s insurance requirements.

They also certify that you meet any commercial auto insurance requirements that apply to you.

Shopping for Commercial Car Insurance

Depending on the nature of your business and how your vehicles are used, rates will vary for commercial car insurance policies.

One simple way to start your shopping is by contacting our specialists to obtain quotes. As an independent agency, we work with many different insurance carriers and can provide several options. Getting multiple quotes will help you compare rates across different commercial car insurance providers.

Talking to one of our agents or company representatives will also be very helpful in getting you the best policy that fits with your business needs.

Remember, your commercial car insurance policy will be highly customizable.

If you have questions and would like more information, contact Mike Alexander Jr. at 281-448-3040 or visit www.getagreatquote.com/qsehra

Examining the most common — and costly — cause of construction injury claims

Over the past five years, Nationwide has processed more than 10,000 workers’ compensation claims. Their researchers decided to take a closer look at the numbers to try to understand how and why these accidents occur.

They found that one of the most common — and costly — causes of claims occurs when



construction workers fall from elevated surfaces. These accidents represent more than 30% of all construction claim payments, according to data from Nationwide.

These falls are also the most deadly type of accident on construction sites. As the leading cause of death for construction employees, falls from elevated surfaces account for 370 of the 991 construction fatalities recorded in 2016 according to BLS data.

So, why are falls from elevated surfaces so costly?

Nationwide's data indicates that these injuries are more severe than other injury claims because these accidents result in:

- More time away from work
- Damage to multiple body parts
- Short- and long-term disability leave

"Construction employees work hard every day in environments that are often dangerous," Linda Stueber, Nationwide's vice president of Construction, said in a statement.

"Our data shows that falls from elevated surfaces can often lead to serious and costly worker injuries, so it's crucial for construction companies and their workers to implement regular safety training — and put that training to practice."

If your company is looking to establish, support or strengthen its safety programs, contact our office. Most Worker Compensation carriers provide FREE safety training videos and programs that can support your existing safety programs. The key to workplace safety is prevention and most on the job injuries occur during routine duties or activities. Establishing a strong safety program will not only save your employees from injury but can save your Thousands of dollars in premiums and lost production.

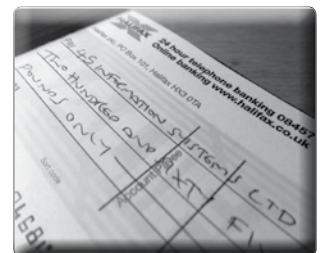


We welcome Natalie Olberding to ABM. She has been hired as a Senior Benefits Manager, working with our employee benefit clients to support and strengthen established relationships. Natalie moved to Texas from Main to work with ABM and her vast experience with employee welfare plans is an asset to our agency. She is acclimating to the Texas heat and we are slowly introducing her to the Texas vernacular. Y'all welcome Natalie if your meet her. If you are an existing employee benefits client, you should hear from Natalie in the immediate future.

If you have any questions, please call Natalie or Mike Alexander, Jr. at 800-362-2809 or visit www.getagreatquote.com

Changes in Law allow small employers to reimburse employees for Individual Insurance Plans using a HRA.

In the past, only traditional Group Insurance Plans qualified for pre-tax savings. However, changes in the health insurance law are now allowing employers to provide a tax savings plan for their employees that have individual health insurance coverage. As an employer with less than 50 full time employees, group healthcare may not be an affordable option; however, providing healthcare expense relief to your employees at a tax savings is a great option to explore. The plans will allow premiums for individual



Meet Some of Our Representatives



Frank Silva

Frank has worked with ABM for the past several years as a consultant. He is a strong communicator and is heading the Medicare and Under 65 enrollment during the open enrollment season.



Paul Cisneros

Paul has more than 10 years experience in the insurance industry. His specialty is helping General Contractors, Home Builders and Remodelers secure the coverage they need. He also works with Personal Lines (Auto / Homeowners Insurance) and has proven to be a valuable asset to the agency. Paul is bi-lingual, speaking English and Spanish.

insurance to be made before taxes are calculated. This will reduce the payroll tax burden for the employer and employee - therefore, this is a win-win!

With a Qualified Small Employer HRA, you enjoy the flexibility of choosing the plan option that best works for you. Want expenses reimbursed? Want to allocate a set amount for qualified expenses? Choose from three types of plans:

Insurance premium reimbursement only: Allows an employer elected dollar amount (subject to federal limits), available to participants who have Minimum Essential Coverage for themselves. For individually owned policies only; does not cover a group policy premium from a spouse's plan.

Medical expenses and individual medical premiums: Allows claims for any 213d expense as well as premium reimbursement. **Medical expenses only:** Covers medical expenses that the employer allows under IRS 213d; may cover all or any subset of expenses under the plan.

Employer Features

- Maximizes employee healthcare benefits.
- Provides tax savings for employers and employees alike.
- Works for small employers who do NOT offer group health insurance to employees.
- Improves competitive advantage with employers offering group health coverage.
- Simplified administration with our easy-to-use web portal.
- Facilitates confidence and peace of mind with money back and audit guarantees.
- Attracts and retains qualified employees.

Employee Features

- Multiple ways to obtain information: website and IVR/telephone.
- Fast reimbursements.
- Convenient email notifications for status of reimbursement requests.
- Helpful Customer Care Center.
- Online submission of reimbursement requests and direct deposit set up.
- Online history and status of reimbursement requests, and plan balance tracking.

Setup a plan to create tax savings for you and your employees today! If you have questions and would like more information, contact Mike Alexander Jr. at 281-448-3040 or visit www.getagreatquote.com



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They were so attentively very professional the way they helped me!! And thats not all they had various options to meet my demands wow !! Yes I highly recommend this company !!

-Willie G. , A&W electric

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Introducing ABM 360

We are happy to introduce 360 solutions a new a la carte platform providing various services, such as:

- Payroll
- HR web portal
- Worker's Comp.
- 401K admin
- Expenses 1099's
- Time/Labor Management and much more!

Call us at 1-800-362-2809 for more information.

www.ABM360solutions.com



Protect Your Assets & Property with Cyber Liability Insurance.!



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Contact Samantha at
1-800-362-2809

