

ADJUSTING YOUR CLAIMS ATTITUDE

“Why should I pay for increased limits of liability? I have never had a claim. Besides, if I have that bad of a loss, I won’t survive and then it won’t matter anyway.”

Unfortunately, losses do occur and insurance claims do happen. It is after the fact that the insured will say, “why didn’t you make me buy that coverage?”

When you make the decision to purchase insurance, enter the deliberation with the attitude that a loss is eminent. That is a start. Anticipate that your passengers will be injured and that you will have significant hull damage. Most crashes do not result in fatalities. Therefore assume that you will survive and will be in recovery mode. So, give your full attention to the limit of liability, adequate limits for the physical damage, expansion coverages and above all, the claims reputation of the insurance underwriting facility that you select. I am not talking about the company’s ability to pay. I am referring to their willingness to make the process easy.