

# Case Study

## Tot Spot

### At A Glance

**Industry:** Daycare

**Company:** Tot Spot

**About the Client:**

Tot Spot offers childcare services.

**Timeline:** 45 days

### Our Solution

- Placed Tot Spot with a carrier which provides coverage specific to Childcare businesses
- Worked with a carrier which will provide Risk Management to Tot Spot, to assist in maintaining client, staff, and student, and property safety
- Added Cyber Liability Coverage to protect business if records were to get compromised
- Added an Umbrella policy to extend excess liability to all lines of business



### The Background

Tot Spot is a Day Care Center referred by a local bank. Bankers Insurance was already providing the owner's personal insurance, and asked us to review their business policies as well. The Daycare Center had been with their current carrier for many years.

### The Challenges

- Several things stood out on the exclusions page of their business policy.
- They did not have coverage for Employers Professional Liability, Cyber, or Directors and Officers Liability.
- They were also missing Abuse or Molestation coverage, which the owners were unaware of, as their agent had not disclosed this information to them.
- They did not have an umbrella policy in place.

### Our Solutions

- We rewrote all Tot Spot's business policies and added coverages to avoid potential or unexpected financial burdens to the business owner.
- Coverages were put in place for Abuse and Molestation. In addition, we were able to offer coverage that is not limited to "sexual" and can include verbal, mental, and physical types of abuse.
- We included Employers Professional Liability coverage to protect the business owner from being sued due to an employee claiming wrongful termination.
- We put the client with a carrier that offers Risk Management Services that are designed to reduce losses. They coach, support and provide resources for the Child Care policyholders to keep staff, students and property as safe as possible.
- We put Cyber Liability coverage in place to protect the insured if personal information of their client's was taken, as well as added a Director's and Officers Liability package.
- We provided an Umbrella quote and explained what the Excess Liability covers and recommended they put extra coverage in place.

### The Results

- The business owner now has a policy that now covers all aspects of their business and a better knowledge of their coverages.
- Bankers Insurance helped the client save over \$1,000 by offering additional coverages than what they had in their current policy.
- We were able to help with additional savings due to credits from their good loss history.
- Bankers Insurance ended up saving the client on all policies written.