



# CASE STUDY

The Butcher's Son

Chesapeake, VA

## THE SITUATION

The Butcher's Son agreed to a brief meeting to discuss our blueprint process. The owner realized our process included strategies not highlighted by their current insurance agent. They agreed to partner with us to address key areas of risk and position themselves to receive better rates and coverage. We agreed to take this first step for free, without the client needing to change their current agent.



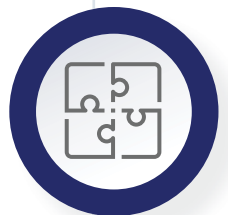
## THE CHALLENGES

Phase One identified several coverage gaps of which the owner was not aware. It highlighted unnecessary surcharges in specific areas of their insurance package, despite the fact the client had an excellent loss history and proactive risk management. We also discovered the client was not capitalizing upon their multi-location purchasing power nor their years of restaurant experience to obtain better coverage and rates.



## THE SOLUTIONS

After Phase One, the Butcher's Son decided to hire Bankers Insurance as their agent and to help them implement our blueprint process. After implementation, we leveraged the client's buying power while reviewing their insurance applications with our preferred restaurant insurance companies.



## THE RESULTS

We saved The Butcher's Son 25%, closed coverage gaps, and broadened coverage. We tripled property insurance limits at one location, waived the coinsurance clause, and removed their business interruption waiting period. We corrected over-insurance in other areas and utilized those savings to add employment practices liability, data breach, umbrella liability, and others. We also established a plan to revisit key risk areas quarterly.

