



General Agents
Surplus Lines Brokers
Lloyd's, London Correspondents

PO Box 2007, 627 Dayton St
Edmonds, WA 98020
(888) 562-8403 | (425) 771-8988
Fax: (888) 814-8701
www.piuihc.com

Edition 1, Issue 2

1/28/10

PIU NEWS

Staff

Top 10 list:

You might be in the insurance industry if:

- 10) Change is the norm.
- 9) It's dark on your drive to and from work.
- 8) Free food leftover from meetings is your main staple.
- 7) When someone asks you what you do for a living, you lie.
- 6) You're already late on the assignment you just received.
- 5) All real work is done before 9:00 am and 5:00pm.
- 4) You get really excited about a 2% pay raise.
- 3) You have sat in the same desk for 4 years and had 3 different bosses.
- 2) You sit in a cubicle smaller than your bedroom closet.
- 1) You can relate to this entire list.

Stand Alone "Drive Away" Coverage

Drive Away coverage can be difficult to place and PIU can help. *Drive Away* coverage can cover for the liability and the physical damage of a non-owned vehicle. For example in some "repo" operations a driver will be dropped off near the vehicle to be repossessed and actually "drive away" with that vehicle. The vehicle, being owned by the lender, will be in the care custody & control of the insured. This is a

coverage separate from garage keepers and a necessity for this kind of risk. Another example of "drive away" is a car dealer who might travel long distances to buy a car at auction. In many cases the dealer or employee will drive that vehicle back to the dealership. The dealer's policy will likely have a limit on the distance they can drive a vehicle. That's where the "unlimited radius" feature in some of PIU's programs can help.

Click [here](#) for applications or [here](#) to contact Jillian for more information.



The Complete Submission, Your Key To Quick Turnaround.

By James Scott

In today's fast paced insurance environment, getting a quote to an applicant quickly is crucial to writing business. The wholesale marketplace plays an important role in helping you place accounts that have been turned down or are otherwise unavailable from your preferred markets,

and more often than not, this is at the last minute!

The key to quick turnaround time and obtaining the most competitive terms is a complete submission. The more information provided on the application, the less time is necessary going back and forth with additional

questions. With PIU's [quick quote sheets for Commercial Auto & Garage risks](#), it's pretty simple: all of the questions should be answered. For Acord submissions, it gets a little more complicated, and that's where incomplete submissions occur. [\(Click to continue reading\)](#)



PIU is a member of the following:

