



FINANCIAL ADVISORS/ REALTORS

Ensure Your Clients are Covered with These 7 Tips

As you manage the complex portfolios of high-net-worth clients, your role as their realtor or financial advisor becomes pivotal. Below are valuable tips to help you ensure your clients receive the coverage they need. By understanding the key elements of insurance coverage and the importance of risk mitigation, you can offer invaluable guidance.

- 1. Appraisals: Foundation for Proper Coverage**
Recommend that clients schedule an appraisal when purchasing new property and regularly update these appraisals to prevent underinsurance or overinsurance due to market changes.
- 2. Encourage Regular Insurance Policy Reviews**
Advise your clients to periodically review their insurance policies with their insurance agents, not only when acquiring new assets but after experiencing significant life changes as well.
- 3. Custom Insurance for Tailored Risk Mitigation**
Inform your clients that Vault Custom Insurance offers tailored insurance solutions that are essential for managing and mitigating risks associated with high-net-worth clients' unique lifestyles and asset portfolios.



- 4. Importance of Excess Liability Coverage**
Recommend adding excess liability coverage, as it offers an additional layer of security beyond the limits of standard homeowners insurance policies.
- 5. Collections Insurance for Valuable Assets**
Specialized collections like art, antiques, or jewelry require collections insurance to protect against loss, damage, or theft — coverage that goes beyond what standard homeowners insurance offers.
- 6. The Cost to Rebuild**
For clients with custom-built homes featuring specialized architecture, determining the rebuild cost is crucial, as it often far exceeds the home's market value.
- 7. Relocation or Extended Travel**
When clients leave their primary residence unattended or rent it out during extended travel or relocation, it creates new property management challenges that may require adjustments to homeowners and excess liability insurance policies.