

# PERSONAL RISK ADVISORY SERVICES & LIFE INSURANCE



RCM&D's Personal Insurance specialists offer tailored solutions for clients with complex personal risk management needs.

Our belief in proactive consulting means we are dedicated to providing solutions to meet our clients' ever-changing needs. Most importantly, clients are managed by RCM&D's dedicated, in-house team of advisers, rather than serviced by a remote call center.

Depth in resources, personalized attention and proactive planning from seasoned advisers are all what makes RCM&D your preferred partner for risk management and long-term protection.

## VALUE-ADDED SERVICES:

- » Annual policy review
- » Dwelling replacement cost appraisal
- » Hurricane and wildfire mitigation resources
- » Insurance carrier consolidation if possible
- » Alignment of policy dates and billing
- » Coastal exposure solutions

## Personal Risk Advisory Services

### PRE-LOSS PLANNING:

- ✓ Property site assessment
- ✓ Pre-approved restoration and contractor vendors
- ✓ Loss mitigation recommendations
- ✓ Identification of uninsured exposures
- ✓ Predetermined list of contacts

### POST-LOSS ADVOCACY:

- ✓ Arranging rental cars and body shops
- ✓ Loss "triage" prior to submission
- ✓ Resolution of coverage disputes
- ✓ Monitor losses and act as liaison between client and carrier
- ✓ Assist with subrogation and recovery efforts

# LIFE INSURANCE TERMS DEFINED

## TERM INSURANCE

Term life insurance is a form of temporary insurance that provides a lump-sum payout upon death for a stated period of time (i.e. 10, 20 or 30 years). Since term insurance can be purchased in large amounts and for a relatively small out-of-pocket expense, it is most suitable for income replacement and short-range goals such as to cover a mortgage or child's education expense.

## WHOLE LIFE INSURANCE

Whole Life is a form of permanent insurance that covers a client for as long as he or she lives and continues to make the required premium payment. Whole Life can be a good fit for achieving long-range goals, as the premiums remain the same for the life of the policy. In addition, cash values may provide money to help with temporary needs or emergencies that may arise.

## UNIVERSAL LIFE INSURANCE

Universal Life is a permanent, flexible-premium, adjustable death benefit life insurance policy that builds cash value. The flexibility of this policy allows you to change the amount of insurance, as your needs for it change. Universal Life makes sense for those individuals who have a long-term need for life insurance and desire premium flexibility.

## LIFE INSURANCE SERVICES



### Analytics

- » Network of 20+ carriers
- » In-depth policy audit/ review of over 100 new products annually
- » In-house technicians speak nationally at study groups/ conventions
- » Access to top subject matter experts in total rewards, compensation and benefits benchmarking



### Underwriting

- » In-house underwriters confidentially manage our new business submission, medical and financial underwriting process
- » Experienced in underwriting impaired risks and high risk avocations
- » Experienced in "jumbo" cases, \$50 million + death benefit
- » Leverage negotiations with multiple carriers
- » Retain outside consultants who are MDs and former carrier underwriters



### Service

- » Annual portfolio updates
- » Proactively manage and improve portfolios
- » Actively service Life Insurance contracts issued over 20 years ago
- » Claims assistance with trustees, beneficiaries, estate/tax/financial advisors

**Talk to a Trusted Advisor.**

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