
Ringling In The New Year

Building on Our Success – A Snapshot of Pivotal Recoveries and Savings

Savings: Policy Renewal

Insurance is typically the largest single expense on any Insured's balance sheet. Why pay more, if someone can help you pay less? The only sure way to guarantee your Broker has shopped the entire market and has offered you every option is to retain an expert in insurance, like GlobalPro. **Many Associations and business owners are turning to GlobalPro's team of insurance experts to assist them in placing insurance to save them money on the front end** and to maximize their claims on the backend. For one Multifamily Business Owner of a property on Miami Beach, GlobalPro's efforts resulted in nearly \$100,000 in savings, additional coverages and better service. That means, the Owner pays less for more coverage. For this service, the Owner only paid GlobalPro a percentage of the total savings and no money out of pocket.

Construction Damage: Vibration

The market continues to stay strong and in nearly every market. Consequently, construction projects are all around us and our properties. In this case, nearly every existing building in the Edgewater Construction Zone has suffered varying construction damage from a neighboring project and many are fighting back. **For one Association, their counsel retained GlobalPro's as a consultant to assist the Association in filing the appropriate first party property insurance claim.** By doing so, this Association avoided the typical escalating cost and long delays of litigation. This Association eventually recovered hundreds of thousands of dollars for flying debris and vibration related damages caused by intense pile driving and machinery. Now, their insurance company will seek the recovery from the at-fault developer and builder at no cost to the Association.

Recovery: Public Adjuster

When a water valve malfunctioned in this commercial condominium building located in Ft. Lauderdale, Florida, 5 floors of office space were severely damaged. **The Association turned to GlobalPro and retained it as their Public Adjuster to represent the Association's interest.** GlobalPro also represented several of the unit owner's damaged by the loss to assist with the coordination of efforts and to avoid coverage disputes. While the insurance company initially offered less than \$100,000 for the Association's damages, in the matter of 90 days the Insurance Company paid out more than \$500,000.

Liability Claim Recovery: Water Damage

In nearly every Condominium Association, domestic water pipes break in units and caused damage to the property of others, including the Association's. At times, these failures are due to faulty workmanship of unit owner hired contractors or valves that are the unit owner's responsibility. **For one Association located in Downtown Miami, GlobalPro has assisted this Association in several third-party claims against at-fault parties.** This has amounted to more than \$250,000 in recovery, no litigation, and not a single claim made against the Association's own insurance. This has kept the Association's loss runs to a minimum and consequently, has helped the Association with insurance renewals. More importantly, the Association hasn't paid a single dollar out-of-pocket for any of the repairs.

Sebo v. American Home Assurance Co., Inc.

An Important Win for All Policyholders

By Craig Applebaum, General Counsel

On December 1, 2016, the Florida Supreme Court issued a victory for property owners throughout the state in *Sebo v. American Home Assurance Co., Inc.* The case involved a homeowner who experienced damage to his household from multiple perils. Of the perils that contributed to the damage, some were covered, such as rain and wind, and at least one peril was excluded, defective construction. The central issue for the Court to decide was whether coverage existed where multiple perils created a loss, but one of those perils was excluded.

The Court found that when independent perils converge and no single cause can be considered the sole or proximate cause, it is appropriate to apply the concurring cause doctrine. The concurring cause doctrine provides that where multiple perils occur, if at least one of the perils is covered, then the entire claim is covered. Consequently, in *Sebo*, the insured's claim was covered even though one of the determined causes was excluded.

CLAIMS ADVOCATE*Insurance Information You Can Use*

Importantly, it should also be noted that the decision sent a clear message that if an insurer wants to limit exposure to the concurrent cause doctrine, it can simply draft language in the policy that certain exclusions are not subject to the doctrine. The consequence of such language is that if any of the perils are excluded, in contrast to the outcome in *Sebo*, then the entire claim will not be covered. Accordingly, while the *Sebo* decision is great news for existing policies, looking forward, insureds need to be wary of language in future policies that may start specifically excluding these types of claims that were once covered and remember the importance of these provisions when negotiating policy rates.

GlobalPro's Team Represent 1,000 Community Associations*We are committed to our Mission.*

Our Team's years of experience is a major contributing factor to its continued success and growth. This year, the bar was set high, but the Team was committed to advocating for our clients and putting their interest first. Over the years, GlobalPro's Team has collectively recovered more than \$100,000,000 for Community Associations across the United States. Major weather events have led to record breaking disasters throughout the country and abroad. While on the front lines, GlobalPro has focused its efforts on some of the largest disasters that have impacted Associations and business owners. Through those efforts, its team reached another milestone by collectively representing its 1,000th Association. GlobalPro clearly knows what it's doing when it comes to Association and business owner representation.

Property Insurance Loss Run Audit*Don't Leave Money on the Table*

Every year policyholders goes through the dreaded policy renewal and budget meeting process. Often times, Accountants spot irregularities in expenses for unplanned construction projects or legal battles. In some instances, lawyers ran up fees fighting battles against at-fault unit owners without properly filing claims, or policyholders ignorantly relied on the insurance company's representatives to do the right thing. Often times, Brokers provide bad advice and primitively inform the policyholder that a loss is not covered or the policyholder believes that the Broker's loss advisor is actually working for them. The fact is, your Broker doesn't handle claims and their advisors have never represented an insured in a loss. In any of the scenarios, the policyholder is at the mercy of the process and disadvantaged in some way.

Regardless of what may have caused this irregularity, it might not be too late to reopen the claim to reverse a denial or recover more. Even if you have completed the reconstruction of the property, it still might not be too late. Many Association's have turned to GlobalPro to perform extensive loss run audits. Through this process, GlobalPro's team inspects the property and records for any discrepancies in payments, adjusting techniques, mitigation work billed and performed by a contractor, and the actual work performed to rebuild the property on a low-ball budget. For example, for one Association in Miami that experienced a major water loss 3-years earlier, the deminisions of the common area hallways were incorrect resulting in a large reduction in the total amount of carpet, paint, trim, and other building items. This amounted in nearly \$50,000 left on the table.

Over the past two years, GlobalPro has identified more than \$1,000,000 in claim payment short-falls. These audits were performed at no out-of-pocket cost to the Association. While, we may not always find an issue with the claim payment, you can't possibly know that you have properly paid until it has been verified by GlobalPro.

PREFERRED CLIENT SERVICES™*Ready. Recover. Rebuild.™*

Whether you are concerned about your home, business, or association, GlobalPro is on your side. It is this commitment that led to the creation of the Preferred Vendor Program – a service from GlobalPro Recovery. The best way to utilize the GlobalPro professional services begins with advance planning and preparation. By joining the Preferred Vendor Program, you can receive assistance with that preparation process – as well as other benefits to help safeguard yourself, your business or association. Take advantage of the many benefits of membership and give your Association piece of mind, you deserve it.

For more information, visit us online at <http://www.getglobalpro.com>

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