



Celedinas Insurance Group

Ray Celedinas, CIC, President, CEO

“How important is adequate **personal excess liability insurance coverage?**”

By Ray Celedinas

In today's litigious society, multimillion dollar judgments have become increasingly common, and obtaining the proper amount of liability protection is essential to wealth preservation. Legal proceedings, settlements and judgments for uncovered personal liability exposures can be devastating. The liability limits on homeowners, automobile, watercraft and other personal insurance policies may not be enough to cover real-life jury awards.

When a judgment from a lawsuit exceeds the coverage limit on your underlying policies, a personal excess liability policy can protect both your current and future assets. Individuals and families with substantial wealth are often a greater target for such lawsuits and may often have significant gaps in their overall insurance portfolio.


Excess liability coverage can range from \$1 million to \$100 million and may even “drop down” to cover exposures not covered by the underlying policy. An example would be coverage for defamation of character, libel, slander and false

arrest—perils that may be excluded from some homeowners policies. Umbrellas offer protection for individuals who potentially face lawsuits or other legal liability claims, and cover legal costs and court fees, lost wages and interest accrued on unpaid judgments.

Other personal liability options include uninsured/underinsured motorist (UM) coverage, employment practices liability and nonprofit directors & officers liability. UM can provide medical expenses, lost wages and pain and suffering for insured citizens who have been injured by another vehicle operator who did not carry adequate bodily injury liability coverage. Employment practices liability insurance (EPLI) can protect the insured from legal action, from a domestic employee who sues for wrongful termination, sexual harassment, false imprisonment or invasion of privacy. Directors and officers (D&O) coverage can provide additional limits on top of the limits carried by the nonprofit organization for the board member. These coverages may be

purchased by endorsement and often provide legal defense costs in addition to the policy limits.

Many high net worth individuals and families are unaware of their lack of appropriate coverage because they are insured by standard mass-market insurance carriers that do not cater to the unique needs of affluent clientele. This may be because their insurance advisors do not have access to—or simply do not know about—this type of protection. It is imperative to identify and understand potential personal asset exposures beyond traditional insurance programs. Your insurance advisor should have direct access to all of the carriers that specialize in protecting affluent families and individuals.

He or she should be able to offer you a detailed evaluation of your existing coverage and policies, with specific emphasis on adequacy of limits and potential gaps in your protection. Your advisor should also regularly review your insurance portfolio and make recommendations, as your liability coverage needs may change over time. 

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WHAT MAKES A GREAT HIGH NET WORTH INSURANCE BROKER...

Expertise in the affluent marketplace and direct relationships with specialized luxury insurance carriers, which allow the broker/advisor to remain completely objective

WHAT MAKES A GREAT CLIENT...

Great clients are committed to a comprehensive personal risk-management program that protects their assets and current lifestyle.



How to reach **Ray Celedinas**

Celedinas Insurance Group is licensed nationally. Please call 800.940.7744 to contact any one of our offices. Ray Celedinas can be reached personally at ext. 5605 or by email at rceledinas@celedinas.com.

WHAT SURPRISES ME MOST ABOUT AFFLUENT PROSPECTIVE CLIENTS...

They have the best in legal, tax and financial advice, but are often poorly counseled about their property and personal liability exposures; they incorrectly assume their assets are adequately protected against physical losses and lawsuits, while their insurance programs often have material deficiencies that expose their assets to catastrophic loss.

About Celedinas Insurance Group

Celedinas Insurance Group is one of the oldest and largest privately held insurance brokerage firms in America focused on the complex needs of an affluent clientele. With a profound understanding of the challenges unique to high net worth clients who have assets located in catastrophe-prone areas, the company offers an array of options along with objective and unbiased advice. Celedinas is one of the few insurance firms in America with direct access to all five luxury insurance companies, including ACE Private Risk, AIG, Chubb, Fireman's Fund and PURE High Net Worth. These relationships, coupled with exhaustive analysis of policy terms and conditions, enable Celedinas to consistently exceed its clients' expectations. Areas of specialization include luxury homes and automobiles, personal excess liability, private collections, yachts, aircraft and advanced life insurance planning.

Number of Employees **129**

Year of Establishment **1959**

Insurance Services Experience
53 years

Largest Client Net Worth
\$500 million+

Licensing
Licensed to transact business nationally

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