

# BUILDERS & DEVELOPERS

## *Get the Wright Mix of Coverages*

### Expert Insurance & Risk Management

In ancient times, a wright was a builder. It was hard work. And it still is. We don't know how often the term is used today. But we do know that every developer, contractor and builder has a unique business model.

At Burnham WGB, we understand your business and provide insurance products based on your unique needs. We'll work with you to develop a complete insurance program, ensuring that appropriate coverages and essential components are in place to maximize profitability, protect your company and secure your future. Burnham WGB is your one stop shop for all your insurance needs.

### OFFERINGS

- Property / Builder Risk
  - General Liability and Excess GL / Umbrella
  - DIC – Earth Movement / Earthquake / Flood
  - Errors & Omissions / Professional Liability
  - Workers' Compensation
  - Business Automobile Liability / Fleet
  - Pollution Liability
  - Surety Bonds
  - Executive Risk
    - EPLI
    - Fiduciary
    - Directors & Officers
    - Crime
    - Cyber
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# Tips for Navigating Today's Insurance Market



Depending on size and complexity, start the renewal planning process between 4-6 months out.



Craft a carrier RFP that highlights your positive risk characteristics and gains preferential treatment.



When appropriate, utilize analytics to project renewal pricing and improve negotiation leverage.



Consider using video conferencing to meet with competing underwriters and personalize the process.



Demand a detailed coverage analysis to avoid punitive exclusions being added to your program at renewal.



Request a detailed service plan after binding the renewal to ensure a return on broker compensation.

## Using Data Analytics to Your Advantage

The hard market has ushered in the need to adopt an analytics-based approach to negotiating with carriers. Insurers are becoming much more particular about the risks they write, which requires an investment in a best-in-class carrier RFP that gains "top of stack" treatment by the underwriter. The most effective way to do this is by using analytics to determine your optimal retention level and general program design. When paired with the right narrative about your brand's risk management program, carriers will provide preferential terms and conditions.



Access a complete range of commercial, employee benefits, and personal insurance products and services tailor fit to your Build, Design, or Engineering firm.

## Contact us to learn more

Burnham WGB has been a growing force in the builder and developer insurance marketplace for more than three decades. As one of the leading insurance brokers in the nation, our experienced professionals understand the risks your industry faces. Our market knowledge is your advantage when it comes to negotiating a cost-effective package tailor fit to your needs. [Contact us today to learn more.](#)



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