

## Zurich Builders Risk: Product & Policy Tips

November 2024



### Hi Insurance Pro,

Sharpen your skills with the help of our claim story, learn how to establish relationships and add value with financial institutions, see how to prevent penalties if a loss occurs, and more.



#### Claim Lesson: Anticipated Completion Date Error

Find out why being ahead of schedule prevented payout of soft cost coverage after a storm destroyed modular apartments under construction.

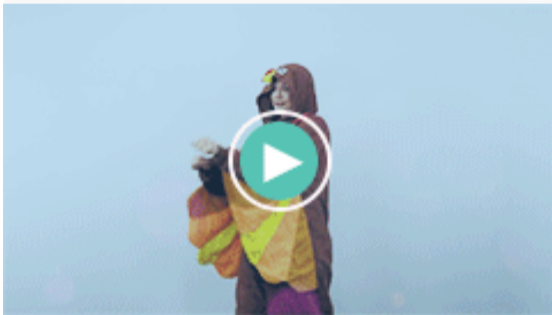
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### Terminology Spotlight — Soft Costs

Expenses incurred during construction that can be directly attributed to a covered loss but are not associated with labor or building materials. Examples include license and permit fees, interest on construction loans, and advertising or promotional costs.

### Featured Target Account

\$743K remodel of rental home units and office | frame construction | Kansas City, KS



#### How to Partner with Financial Institutions

Get tips to establish relationships with lenders and demonstrate your valuable expertise — with a turkey-themed twist!

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### Change Order Coverage 101

Up to 40% of projects experience at least one modification, and it could impact the total completed value. Learn why this endorsement is a must to avoid penalties if a loss occurs.

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