



BUSINESS PERSONAL
FINANCIAL



September 2018

Volume 25, Issue 3

Enhanced Underinsured Motorist Coverage Now Available

By: Anita Munno, CISR, ACSR

Enhanced Underinsured Motorist Coverage is now available in Maryland for private passenger auto policies for new business as of July and at future renewals for existing policies (MD Senate Bill 0403/House Bill 0005). But what does this mean for you?

Let's review: Generally, private passenger auto policies in Maryland must have Uninsured/Underinsured Motorist Coverage included.



This coverage helps to protect the policyholder (you and your passengers) in an accident where another driver is found negligent but is either uninsured or underinsured—i.e. doesn't carry enough insurance to pay for your injuries and/or your property damage.

Your own policy steps in to provide these coverages for you and your passengers up to the limits of your Uninsured/Underinsured Motorist Coverage on your policy.

So, how is **Enhanced** Underinsured Motorist Coverage (EUIM) different from the regular Uninsured/Underinsured Motorist Coverage (UM) you have on your current policy? Unlike UM, Enhanced Underinsured Motorist Coverage **is in excess** of the coverage that may be provided by an at-fault motorist's policy (if they are insured)—even if that motorist's coverage is less than your policy limits. The Enhanced Underinsured Motorist Coverage on your policy is 'stacked' on top of the available limits of the at-fault driver's liability coverage, as opposed to replacing those limits. Basically, EUIM Coverage adds a layer of coverage for you and your passengers. Depending on the severity of the accident, this additional coverage can be vitally important to you and your passengers.

EUIM is not required on Maryland policies, and there is an additional premium associated with this coverage. The cost varies between different insurance companies. For more information and costs to add this coverage to your auto or motorcycle policy, please give our Personal Lines Department a call—we're here to help!

Scott Werber Earns LACP Designation



Congratulations to **Scott Werber** who recently earned the new international certification, Life and Annuity Certified Professionals (LACP). The certification serves consumers by recognizing financial professionals with a mark of distinction for their product knowledge, consultative sales process and compliance to ethical, legal, and regulatory requirements. LACP practitioners are held to a standard of excellence that defines and differentiates them from their peers and to the clients they serve. Additionally, Scott holds these designations - RHU, LUTCF, and CBC. We are proud of his commitment to excellence and professionalism in the industry.