

# 21 Things You MUST Think About Before Selecting an Insurance Broker for Any of Your Associations!

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**If You Are Using Any Other Agent, Ask Yourself These Questions:**

**DOES YOUR CURRENT AGENT DO ALL OF THESE THINGS FOR YOU ?**

	<b><u>THEM</u></b>	<b><u>US</u></b>
<b>1</b> ACT AS YOUR RISK MANAGER MAKING SURE <u>ALL</u> YOUR CLIENTS ARE INSURED PROPERLY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>2</b> PROVIDE COMPLETED INSURANCE DISCLOSURES So You Don't Have To	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>3</b> DELIVER RENEWALS in a Timely Fashion Allowing the Board Time to Make Decisions & Budget \$\$	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>4</b> HAVE LIVE PEOPLE ANSWER THE PHONE ( No Automated Phone Maze to Get Your Answers )	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>5</b> SPECIALIZE IN HANDLING THE COMPLEXITIES OF CONDO ASSOCIATION INSURANCE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>6</b> BID THE ACCOUNT EACH YEAR ( Taking Advantage of Market Changes & Avail. Discounts )	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>7</b> Provide FREE WELCOME KITS with invaluable reference materials like THE CONDO BLUEBOOK	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>8</b> PROVIDE EASY-TO-UNDERSTAND PROPOSALS with Your Insurance Coverages Clearly Outlined	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>9</b> REVIEW ALL YOUR CLIENT'S POLICIES for Gaps and Coverage Mistakes	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>10</b> CHECK THAT THE ASSOC. INSURANCE COMPLIES WITH CC&Rs & DAVIS-STIRLING ACT	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>11</b> Educate You on LITTLE KNOWN STRATEGIES to Help Your HOA Contain Costs	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>12</b> DO WHAT IS BEST FOR YOU & YOUR CLIENT - Even if it Means Sending You to Another Agent	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>13</b> Offer FREE GUIDANCE & ADVICE Any Time You Have an Insurance Question	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>14</b> Keep a Strong, Gifted Staff to Handle ALL of Your Insurance Requests	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>15</b> Have a REFERRAL REWARD PROGRAM Offering FREE COFFEE & Chances to WIN Fantastic Prizes	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>16</b> Offer FREE WRITTEN REPORTS Relating Insurance News & Statutory Changes Affecting Your Clients	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>17</b> Give You FREE the Liability Reduction System (\$275 value) to Help Prevent Unnecessary Claims	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>18</b> DELIVER MULTIPLE PROPOSALS not One Quote-One Price Like Captives ( i.e. Farmers, Allstate)	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>19</b> Give You a NO PRESSURE - NO HASSLE GUARANTEE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>20</b> PROVIDE CLEAR CONCISE INFORMATION FOR UNIT OWNERS So They Can Properly Insure Their Units Without Gaps or Overlapping Coverage	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>21</b> TREAT YOU LIKE A V.I.P.	<input type="checkbox"/>	<input checked="" type="checkbox"/>

**IF YOU ARE NOT GETTING ALL THE SERVICE ABOVE CALL (310) 945-3000**