

## NATIONWIDE BOAT POLICY - COMPETITIVE ADVANTAGES

Boat insurance policies vary widely between insurance companies. There are no standard forms. With our "On Your Side" commitment, we are pleased to offer broad coverage choices at highly competitive prices. Below are some examples of our eligibility and coverages competitive advantages.

ACCEPTABILITY	NATIONWIDE	MOST COMPETITORS	COMMENTS
<b>Maximum Boat Value</b>	\$250,000	Similar	\$150,000 is our maximum limit for boats in some coastal territories.
<b>Maximum Boat Length</b>	50 ft.	Similar	35' is our maximum length for boats in some coastal territories.
<b>Maximum Boat Age</b>	40 Years	20 Years	A survey is required for boats over 15 years old if > 26' or > \$20,000.
<b>Maximum Boat Speed</b>	75 mph 90 mph - bassboats	55 mph	Companies that insure boats over 55 mph usually impose surcharges.

### COVERAGES

<u>Replacement Cost</u> Is this option available?	<input checked="" type="checkbox"/> YES	NO	Only a handful of companies offer this option.
<u>Ensuing Loss</u> Would an exclusion for "wear and tear" allow ensuing loss to be covered?	<input checked="" type="checkbox"/> YES	NO	Most competing policies offer no coverage for ensuing loss when an exclusion applies.
<u>Liability</u> Is liability for bodily injury to a policyholder or relatives covered?	<input checked="" type="checkbox"/> YES	NO	Our coverage is however subject to a \$25,000 sub-limit.
<u>Medical Payments</u> Are policyholders and relatives eligible for Medical Payments? Is Medical Payments Coverage primary?	<input checked="" type="checkbox"/> YES <input checked="" type="checkbox"/> YES	NO NO	
<u>Personal Effects</u> Is coverage for Personal Effects primary? Is coverage available for boat lifts?	<input checked="" type="checkbox"/> YES <input checked="" type="checkbox"/> YES	NO NO	
<u>Wreckage Removal</u> Is coverage available for wreckage removal?	<input checked="" type="checkbox"/> YES	<input checked="" type="checkbox"/> YES	Coverage limits vary widely between companies. We include coverage as an Additional Payment under Physical Damage Coverage with a limit equal to the Rating Unit. Some competitors also include this coverage under Physical Damage but their limit may be significantly less. Others provide coverage under Liability, potentially reducing the coverage available for other liability claims.
<u>Salvage Awards</u> Is coverage available for salvage awards under maritime law?	<input checked="" type="checkbox"/> YES	NO	Most competing policies do not address this important coverage.
<u>Rental Reimbursement</u> Is coverage available for rental reimbursement after a loss?	<input checked="" type="checkbox"/> YES	NO	This is a unique coverage of ours.
<u>Uninsured/Underinsured Boater</u> Is coverage available for both uninsured boaters and underinsured boaters?	<input checked="" type="checkbox"/> YES	NO	Many companies do not offer any coverage for uninsured boaters. Of those that do, most do not extend coverage to underinsured boaters.
<u>Business Entertainment</u> Can a business person entertain customers on his/her boat?	<input checked="" type="checkbox"/> YES	NO	We would allow this provided there is no obligation for payment.