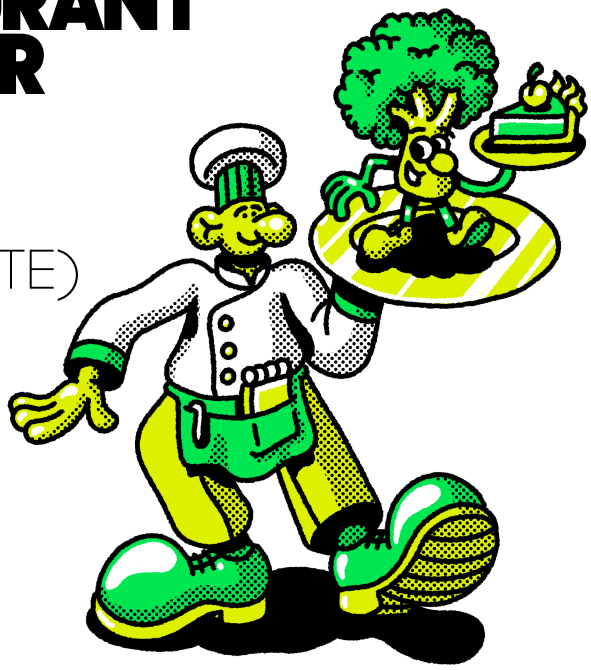
WRITING NEW RESTAURANT OWNERS: A RECIPE FOR SUCCESS



RESTAURANTS WE LOVE! (APPETITE)

- New ventures
- One to five employees
- One business location (can be home-based or work out of other locations like venues or clients' homes)
- Dine-in and/or delivery services
- Less than $500,000 in revenue per year
- Café, fine dining, casual dining, fast casual, diner, family style, farm-to-table, coffee house and pop-up restaurants are all welcome.

GET MORE BUSINESS. GET NEXT.

NEXT offers a fully-baked program to make writing restaurant insurance seamless and just your cup of tea.

- Bindable quote in 10 minutes with no trailing documents
- Flexible plans that grow with your clients' businesses (we make it easy to add other types of insurance)
- Monthly payments that help your clients keep their money where it belongs—invested in their business
- Flexible BOP equivalent coverages: mix and match GL, BPP and full CP coverage to meet your clients' needs

See more at: https://www.nextinsurance.com/industry/agents-restaurants/

WHAT'S ON THE MENU? (ELIGIBILITY)

Liquor Liability

- Now available with purchase of general liability coverage for restaurants with a liquor license (license pending okay)
- Available for up to 30% of gross sales
- Discount for businesses that require alcohol-serving employees to complete a certified alcohol training course (ServSafe, TIPS, TAM)
- Accepting BYOB, self-service, take-out and delivery of alcohol
- Accepting live entertainment (no dance floor or sports activities)

General Liability (includes professional liability)

- Up to $2M aggregate
- Products completed liability included up to full policy limits
- Available for foodborne illnesses, foreign matters in food or unexpected allergic reactions

Commercial Property

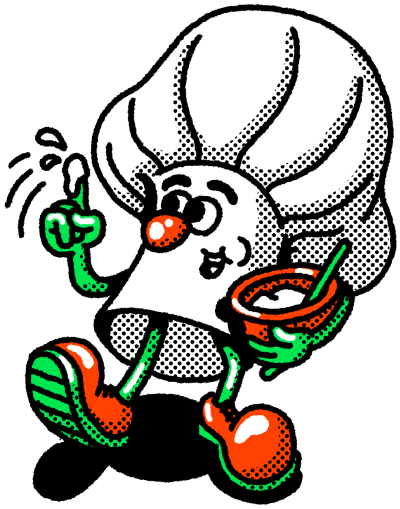
- Up to $3 million TIV for restaurants with less than 7,500 square footage
- BPP can be purchased independently for renters
- Tenants' improvements and betterments coverage are included
- Business income coverage is included in our commercial property policies at no additional cost

Workers' Compensation

- Available for annual payrolls up to $5 million
- Waiver of subrogation automatically included in Pro+ packages

Commercial Auto

- Available for up to 10 vehicles and 15 drivers
- Scheduled additional insureds available free of charge
- Waiver of sub available free of charge when required by contract

Who are we not quite ready to cater to? (Underwriting guidelines)

- Restaurants that generate more than 25% of revenues from deep frying and grilling are not eligible for commercial property
- Restaurants with in-house delivery services are not eligible for workers' compensation
- Restaurants with 24 hour operations are not eligible for workers' compensation
- Restaurants with tableside cooking are not eligible for workers' compensation
- Restaurants with happy hour or similar drink promotions for more than three hours
- Offerings of complimentary drinks or all-you-can-drink specials
- Service of alcoholic drinks more than two hours after food service ends
- Operations between the hours of midnight and 5 a.m.
- Alcohol production, wholesale or distribution (wineries, breweries, distilleries, etc.)
- Bars or taverns (including night clubs, sports bars and gentlemen's clubs)
- Membership club (including golf, civic, fraternal and social clubs)
- Catering operations or hosting off-premise events in excess of 30% total annual sales (including events, weddings and parties)