

PRIVATE CLIENT PRODUCER BULLETIN

Tennessee Product Changes

Proposed effective dates: 12/15/21 new and renewal business
Quotes available: 10/23/21

October 7, 2021

Dear Agency Partner,

Nationwide Private Client is making an important update to all product lines in Tennessee.

Newly streamlined forms will support our extraordinary service, our ability to quickly respond to market conditions, and offer solutions to meet the changing needs of you and your most successful clients.

The overall rate change by account will be +1.4%¹.

Highlights of the changes can be found on the following pages, or you may jump to each product using the links below.

- [Homeowners](#)
- [Automobile](#)
- [Collections and Excess Liability](#)

Communications and Tools

- **Policyholder renewal notices:** [Home](#), [Auto](#), [Collections](#), [Excess](#)
- **Client-facing product flyers:** [Home](#), [Auto](#), [Collections](#), [Excess](#)
- **Product comparison:** [All products](#)

Please contact your sales manager for questions or a product training session.

We thank you for your continued partnership and look forward to unlocking more opportunities.

Regards,

Your Nationwide Private Client Team

¹Premium impact will vary by customer.



Tennessee Product Changes: Homeowners

- Home overall rate change will be +0%.
- Protection endorsement (home only)
 - **NEW Generator system expense:** Up to \$2.5K for the installation of a backup generator after the first covered freezing or sump pump overflow loss that results from power failure with our Protection Endorsement.
 - **Personal property special limits increases** will include \$10K for furs, collectible stamps, coins and medals, and watercraft including trailers; and \$5K for trailers not used with watercraft.
 - **Deductible waiver:** Will not apply to special deductibles or policies with deductibles over \$25k. Also, non-weather water losses are ineligible for deductible waiver unless an approved water shutoff-device is installed and functioning at time of loss.
- Base policy
 - **Incidental business:** Definition of incidental business will increase to up to \$15K gross revenues per year.
 - **Incidental farming:** Definition of incidental farming will increase to up to \$50k in gross revenues or 1,500 labor hours per year.
 - **Fair rental value - loss of use:** Will increase to up to 24 months from the date of loss or actual loss sustained, whichever is less.
 - **Debris removal:** Trees felled by windstorm, hail, or weight of ice, snow or sleet will be covered regardless of damage to a covered structure or blockage of an entrance or handicap ramp/fixture.
 - **Definition of insured:** The age of those considered insureds has increased from under age 21 to under age 25, when in the care of the policyholder or relatives.
 - **Loss assessment:** Coverage period will be based on the date an HOA assessment is charged instead of the date the loss occurred.
- Other changes
 - **New and revised definitions:** Several definitions will be added or changed, including domestic partner, personal injury and occurrence.
 - **New and revised exclusions:** Several exclusions will be added or changed, including electronic aggression and sexual misconduct or molestation.



Tennessee Product Changes: Automobile

- Auto overall rate change will be +4.5%.
- **Broadening** of coverage:
 - **Newly acquired vehicles:** Automatic extension of physical damage coverage for 30 days if physical damage coverage applies to at least one auto or trailer on your policy; otherwise, physical damage coverage extends for 7 days.
 - **Physical damage:** Will apply worldwide under specified conditions.¹
 - **Agreed value:** For covered total losses, we will pay the greater of agreed value or market value when the vehicle is insured with an agreed value limit.
 - **Custom equipment:** For vehicles insured with an agreed value, we will pay up to the agreed value limit for a partial or total loss involving custom equipment.
 - **Auto rental expense:** We will pay up to the limit of liability in the declarations for the cost to rent a comparable auto for the time reasonably required to repair or replace the auto. Coverage is no longer limited to days after a total loss settlement is offered.
 - **Auto loan / lease gap:** Vehicles will no longer need to be newly titled (titled for the first time) when purchased or leased for this coverage to apply.
- Added flexibility of **endorsement options:**
 - **Full safety glass:** Will be optional² on autos that carry comprehensive coverage. We will automatically add this coverage to qualifying autos at renewal.³
 - **Original equipment manufacturer (OEM) parts:** Will be optional² on autos that carry comprehensive and collision coverages. We will automatically add this coverage to qualifying autos at renewal.³
- Other changes and policy clarifications:
 - A vehicle sharing exclusion was added under liability, medical payments, uninsured/underinsured motorist and physical damage coverages.
 - Special conditions necessary for worldwide coverage to apply were added.
 - There is no liability, medical payments, uninsured/underinsured motorist and physical damage coverages when a vehicle's driver is logged into a transportation network platform as a driver, whether or not a passenger is occupying the vehicle.
 - A newly acquired auto that is replacing a vehicle listed in the declarations with physical damage coverage will automatically receive physical damage coverage for 30 days instead of an unlimited time period.
 - OEM parts and full safety glass are available on personal autos only.

¹Local insurance is required outside the U.S., Canada and Puerto Rico. Coverage for the use of non-owned autos is limited to less than 90 days. New or relocated autos must be reported within 30 days. Additional conditions may apply.

²For additional premium.

³Applicable premium will be charged at renewal. Coverage can be removed if desired.



Tennessee Product Changes: Collections and Excess

Collections

- Collections overall rate change will be +0%.
- **Name changes:** A few changes will be made to provision and class names.
- **Qualifying home safe:** Clarified for jewelry
- **Jewelry in bank vault or home safe:** Clarified
- **Market value up to 150% of scheduled value:** An appraisal, bill of sale, or purchase receipt within the past 5 years is required for this to apply.
- **Earthquake deductible** calculation for the earthquake deductible has been updated. And, the loss must exceed the deductible for coverage to apply.

Excess Liability

- Overall Excess rate change will be +0%.
- **Key definitions** will be updated or added for **domestic partner**, **relative**, **personal injury** and **electronic aggression**.
- **Rented or borrowed motor vehicles** and **rented or borrowed watercraft coverage** will not extend to include physical damage.
- **Excess uninsured and underinsured motorist liability coverage** will be limited to damages for bodily injury.
- **Limited employment practices liability:** Defense coverage and claims expense is inside the limit.
- **New and revised exclusions:** Several exclusions will be added or updated; key highlights include:
 - **Electronic aggression:** No coverage for any acts or omissions related to harassment or bullying committed by means of electronic forums or other electronic means.
 - **Transportation network platform:** No coverage when a vehicle is used by any insured who is logged into a transportation network platform as a driver, whether or not a passenger is occupying the vehicle.
 - Nuclear energy
 - Sexual misconduct or molestation

