

Are you spending a fortune on insurance?

Learn how we save jewelers money.



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Glossary

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How do large insurance carriers operate?

Studies show that major insurance carriers offer prices and services not so dissimilar from each other. It is important to understand that these insurance carriers are generalists who have designed their business operations to increase profits for personal insurance sales. Insurance carriers may be well suited for selling individual insurance, but they lack the specialization, business understanding, and dedicated resources to work with businesses. It is especially critical for businesses with high-profit margins, like jewelry, and antiques businesses to understand the risks that they face and what a poor risk analysis may leave these companies vulnerable to. Large insurance carriers offer a one-size-fits-all approach to insuring businesses and often times trade coverage for price or vice-versa. They lack the ability to customize insurance because they cannot pick policies from rival carriers, and end up reducing much-needed coverage to offer businesses savings. This lack of analysis may be permissible in other industries but should not be permissible in high-profit margin industries where valuable products are at risk.

Why partner with insurance brokers?

Insurance brokers come with various resources and capabilities. Insurance brokers that have their resources and capabilities aligned to offer products to businesses have the ability to shop policies from various carriers to offer better cost savings. If insurance brokers have the knowledge and specialization to carry out accurate risk analyses for businesses, they may even help businesses get superior coverage. The risk analysis process is independently the most important step in the sale or purchase of an insurance policy because it has the potential to significantly influence jewelry and antiques businesses. A poorly done risk analysis may rip you off of coverage in important areas or even make you pay for excess coverage in areas where you may not need as much. Ensuring that you have had a proper risk analysis and have partnered with a specialized insurance broker can save you money and get you better coverage.

Benefits of Partnering with Insurance Brokers

- ✓ Real Cost Savings through Customization
- ✓ In Depth Risk Analysis for Optimal Coverage
- ✓ Dedicated Liaison that Oversees Business Interests
- ✓ Consultative Approach
- ✓ Full Transparency
- ✓ Ability to Shop for Policies Across Various Carriers

What Pearson Wallace offers jewelry and antiques companies?

Pearson Wallace Insurance has the resources and capabilities in place to create a business model that benefits clients that offer high-margin and high-value products and services.



Consultative approach

Pearson Wallace builds authentic relationships with its clients. We believe in making our clients an extended part of our family. This means that every time you call to make a claim or have any questions, you will be talking to a familiar voice. We walk you through the insurance process to get feedback and insights to make sure we can offer you the best service. In the short run, this means cost savings and better coverage, but in the long run, this means a stress-free investment. We are very transparent about our procedures to ensure that you have control over your investment.



In-depth, industry specific risk analyses

Another great process that we have the knowledge and capabilities for, is carrying out a business risk analysis specific to the jewelry industry. We have had tremendous success with this process and the specific details of our prior success have been laid out on the [next page](#). By analyzing the business' industry, its daily operations, and other nuances, we are able to assess risk more accurately to provide you with coverage in the areas where risk is high and eliminate unnecessary payments in areas where risk is low. Our goal is to ensure that your business is well protected at costs that competitors cannot offer so that you have time to run the day-to-day challenges of your business.



Customization for better coverage at lower costs

Pearson Wallace offers businesses with very customized policies. Unlike insurance carriers and many insurance brokers, Pearson Wallace shops for policies that fit your unique business situation. We are not limited to the products of any single insurance carrier, and we have the industry experience and knowledge that allow us to tailor insurance policies to fit your needs.



Customer Testimonial

Pearson Wallace covers a well-known jewelry store in the New-England area and has saved the store between 33-40% of what it was paying its previous jewelry industry-specific insurer. How? We have better capabilities. Additionally, Pearson Wallace provided these cost savings with added coverage as compared to the store's previous insurance policies.

Customer Benefits

- 33-40% Cost Savings
- Zero Deductible on Certain Claims
- Increased Coverage
- Full Transparency with Written Confirmations
- Local Business with National Reach

Business Owner Quote

"With Pearson Wallace, you will find that your time is well spent. They asked me more questions upfront but saved me 33-40% of insurance cost, and did so with more coverage than I had before. I am now very comfortable with the insurance coverage and transparency that I have."

