



Do Not Panic – Be Prepared – Information is Power

Last week, we sent out an email with high-level interpretation of Coronavirus and Business Income Losses. Click [here](#) if you missed this article. We also included a Best Business Practices recommendation along with a sample letter on how to respond to clients asking questions about coverage for any type of claim involving COVID-19. If you did not receive this, click [here](#) to access this information. A follow-up on that issue came today from IIABA Risk Management and Education as they received reports of carriers requiring agents to deny BI claims on behalf of the carrier. [Here](#) are recommendations on how to handle this situation. You must determine a Plan of Action and communicate this to every one of your employees.

We have received numerous calls from member agents citing articles published about potential coverage, news releases about states that were considering mandating insurance carriers to honor coverage under business interruption, etc. Keep in mind, media in any form is a business trying to survive and are not concerned about how you, the agent, will be required to deal with businessowner's inquiries.

Today we received information from IIABA that NAIC released a statement [here](#) cautioning Congress in any action that would mandate insurers to cover Business Interruption claims. NCOIL supported this by sending a [letter](#) to state insurance legislators and members of Congress that pressed the idea last week. Reports of information coming from a SD State Response Dept indicated that our Governors Executive Order would preempt any Business Interruption or Civil Authority exclusion. Conversation with Larry Deiter, DIR of DOI confirmed that this is NOT TRUE..

Your IIASD website is linked to the National website with valuable information that covers many areas that you are dealing with every day. This link is the first think you see when you go to www.iiasd.org and is shown on every one of our emails. Most importantly, CALL US if you have issues or concerns. We are trying to provide you with the tools you need but need your help to accomplish that. COMMUNICATION AND INFORMATION ARE KEY. Let's all work together.

