

# THE WEIGH IN

When did a specialty type of insurance come in handy for one of your clients?



**Stanley J. Blue**  
Vice president  
First Tennessee Brokerage, Inc.

After meeting with one of my clients, we came to the conclusion that he was a candidate for disability insurance. In the process of gathering information, we discovered that we knew some of the same people. In fact, I knew his family and I also knew diabetes was a part of his family history, so I talked him into considering long-term care as well, which he did.

One Friday evening he was hit by a car while riding his motorcycle. He was blessed to survive but broke both arms and both legs and was unable to work for over a year — so the disability and the long-term care insurance came in very handy. The long-term care insurance was really an afterthought because he and his wife were in their 40s, and didn't expect to have to use it so soon.

**THIS FEATURE CONTAINS RESPONSES** from industry professionals to questions posed by Memphis Business Journal. To weigh in, contact sections editor Jane Donahoe at [jdonahoe@bizjournals.com](mailto:jdonahoe@bizjournals.com).



**Eddie Floyd**  
Senior vice president/managing director  
Kemmons Wilson Insurance

Having the necessary training, licensing and relationships make an enormous difference when dealing with the affluent population.

Recently, a client made a jewelry purchase in excess of \$795,000 while traveling in Europe. With one phone call, we were able to properly insure the piece until it returned to the U.S. where it could be permanently documented.

Our expertise in Valuable Article Coverage policies enables us to respond quickly to meet the urgent needs of clients and especially those individuals who make significant purchases while traveling abroad.



**Mike S. McManus**  
President  
McManus Reilly Stewart Financial, Inc.

Recently, we were reviewing a physician practice's long-term disability coverage. The group consists of older physicians and it became apparent that their greater need was long-term care.

The long-term care policies we put in place will provide the physicians in the group with lifetime benefits, which is much more advantageous than a disability policy which ends at age 65. In addition, the long-term care plans are portable at retirement, tax deductible and less costly than individual disability plans.



**Sharon Simmons**  
Vice president  
Lipscomb & Pitts Insurance LLC

The most expensive insurance is the kind that does not meet your needs when you have a claim. Standard policies are no longer adequate for the changing lifestyles of today's affluent families.

A busy physician had a major fire loss to his home. Our insurance company relocated them to a home near his children's school and immediately paid full cost of repairs. In addition, it paid to move the fencing surrounding the swimming pool of the damaged home to the pool at the rental.

Many considerations are necessary when designing an insurance program today. Home building costs have increased dramatically. Multiple homes are common, with each having special geographic risk concerns.

Don't just buy a policy. Insist on a program based on the advice of your trusted adviser; your independent insurance agent.