



## Business Interruption Select

### Committed to protecting assets

Production downtime, lost sales and reduced earnings can pose a potential impairment that can seriously jeopardize a company's bottom line. Yet, projecting the exact nature of business interruption loss can be difficult to quantify, particularly for businesses whose production or sales cycles fluctuate, or those with multiple locations.

Affiliated FM is committed to protecting assets, improving operating reliability and maintaining the profits and market share of its clients. That's why we are pleased to offer Business Interruption Select (BI Select™), an innovative endorsement option that provides clients a choice for how to respond after an unexpected loss. BI Select offers clients the flexibility to select between gross earnings or gross profits, and choose the coverage approach that will best respond to their unique loss situation at the time of settlement—after all the details concerning the loss are known.

### Choice has its benefits

The various approaches to calculating a business' annual income for purposes of coverage are typically influenced by the unique nature of their operation, and by how they have always reported their exposures or by local custom. Most clients choose the basis for their coverage prior to policy inception—either through a gross earnings or a gross profits approach. Either method for reporting the annual exposure could be preferable for a particular client. For most clients, accurately quantifying these exposures prior to selecting a business interruption coverage can be a challenging task.

When Affiliated FM's BI Select endorsement is chosen, clients will prepare for a potential loss the same way as they have in the past by using a BI worksheet to report their values at policy inception, on either a gross profits or gross earnings basis. However, the BI Select endorsement will provide them a choice of settling their loss under either coverage form at the time of settlement. By taking into account the many variables associated with a potential loss and the difficulty encountered in predicting which coverage form would respond the best, offering a choice of these two coverage forms allows the client to maximize their recovery not prior to binding coverage, not prior to the loss, but at the time of settlement of that particular loss.



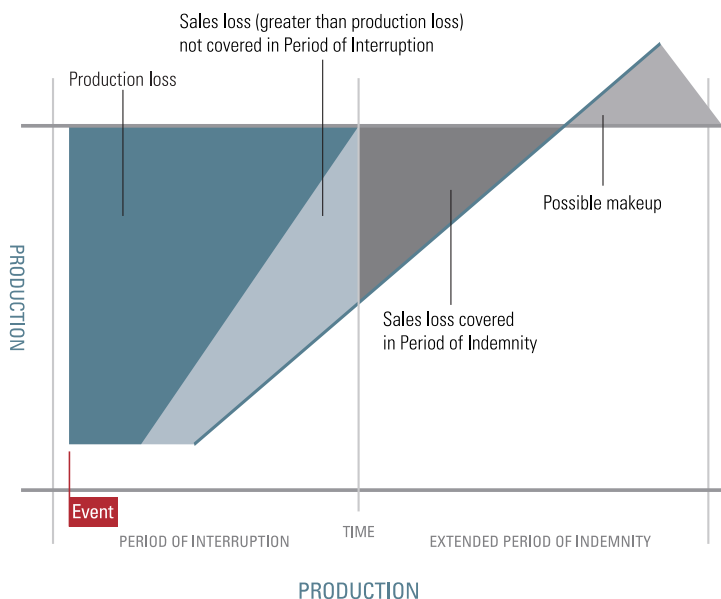
## Maximizing recovery

To ensure clients are kept informed, Affiliated FM's knowledgeable claims adjusters are available to explain and calculate the difference in coverage and how that difference could impact the specific claim. Through communications with the claims adjuster as the loss progresses, it will become more evident which coverage will provide the best recovery for the client. BI Select responds to each discrete loss under the policy by ensuring that both coverage forms will be available to maximize both the coverage and recovery for the client.

By providing options at the time of loss settlement, Affiliated FM provides its clients another innovative tool and a distinct advantage when preparing for the unexpected.

*For more information on BI Select, BI worksheets, our property loss prevention services or other Affiliated FM products, contact your local representative or visit us online at [www.affiliatedfm.com](http://www.affiliatedfm.com).*

## Gross Earnings



## Gross Profits

