



SAVE SMALL BUSINESS COALITION MEMBERS ACTION GUIDE

Thank you for joining this important coalition! Here are the important action items & resources you need to get this coalition moving forward.

ACTION ITEMS

- ☐ Contact your State elected officials and your State's Insurance Commissioner (Talking points provided below & Sample Letter Provided)
- ☐ Disseminate info to your membership & all area businesses (One sheet provided)
- ☐ Contact your insurance agents (Talking points provided below & Sample Letter Provided)
- ☐ Check in with your state elected officials and find out when their virtual Town Hall Meetings are being held and bring up this issue. If they are not holding a Town Hall Meeting, ask them to.
- ☐ Post to your social media
- ☐ Include coalition logo on your signature

TALKING POINTS

General

Save Small Business Coalition is a coalition of over 60 chambers of commerce and business associations committed to the survival of a vibrant business community as businesses across the US are feeling severe economic hardships as government mandates force restrictions and closures on business.

Save Small Business Coalition is asking for the State Insurance Commissioners to mandate that Insurance Carriers cover business interruption under existing policies due to the Civil Authority closing of businesses. We also advocate that Government funding be provided to the insurance carriers to streamline this process to help save our small businesses across the country, without adversely impacting the overall insurance safety net.

- Small business is the lifeblood of the American economy — we refuse to leave anyone behind
- The greatest function that insurance carriers can play now is in distribution of funds – we're empowering a solution
- Due to Civil Authority, not a virus, every business is affected and needs these funds regardless of their type of coverage.
- The most efficient and effective way to ensure small business recovery across the United States is through the insurance industry as a distribution channel
- This is solution-oriented and easy to implement as small businesses already have relationships with their brokers

To your insurance agents and brokers

Save Small Business Coalition is a coalition of over 60 chambers of commerce and business associations committed to the survival of a vibrant business community as businesses across the US are feeling severe economic hardships as government mandates force restrictions and closures on business.

- This coalition is not about one single industry, this is about all small businesses across the nation.
- Small Businesses need funds right now to stay afloat, period. There is nothing in any business's insurance that covers this unprecedented event of the Civil Authority of closing of businesses.
- We want to empower a solution for this and ask that insurance carriers act as a distribution center for funds, not to take on the entire liability of this fund distribution.
- We are advocating that Government funding be provided to the insurance carriers for a streamlined process without adversely impacting the overall insurance safety net.
- We are not asking you to break or ignore contracts that you have with your businesses and their current coverage. We are asking for extraordinary emergency action by the government to empower you beyond any program that currently exists.
- Insurance agents are advocates for your insureds. We need to support this key role that you play. Understanding the dynamic that loss ratios play in Insurance Agents compensation and appointment structures, we are also advocating that losses due to the pandemic not count against you. This would provide agents the needed direction to truly advocate for our small businesses.

SAMPLE LETTER TO YOUR LEGISLATORS & INSURANCE COMMISSIONER

Dear XXXX,

We are writing today to ask for your help to **Save Small Business**.

As you know, our business community has been hit hard by the closures, restrictions, and isolation guidelines resulting from the spread of COVID-19. We 100% support our public health and county/state officials and have gratitude for their leadership during these uncertain times.

XXXXXXX is part of a nationwide coalition of over 60 Chambers of Commerce, the Save Small Business Coalition, and is asking for the State Insurance Commissioner to mandate that Insurance Carriers cover business interruption under existing policies due to the Civil Authority closing of businesses.

We are aware that these claims are not usually a covered event and encourage any help or guidance you might be able to supply on this issue as this is an important "fix" we need to save our business community. Specifically, allowing claims to be filed under Civil Authority as the cause for business interruption, not a virus. We ask that Government funding be provided to the insurance carriers to streamline this process to help save our small businesses across the country, without adversely impacting the overall insurance safety net.

Thank you for your consideration and any assistance you can provide.

SAMPLE LETTER TO INSURANCE AGENTS

Dear Insurance Agent,

Thank you for the important work you do, especially in difficult times as this.

As Chambers of Commerce, we view ourselves as first responders to the Business Community. During times as such as these, we are a reliable source of important information, have connections to important resources and have flexibility and agility to change as the needs of the communities change. We are closest in touch with what information and help our businesses need. With the deluge of information everyone is experiencing, we serve as a sieve to disseminate and help effectively target necessary info for Valley businesses.

Our connections with our members brought to light how many businesses have had to reduce hours, layoff employees, and sadly, in some cases, close their doors for good. Many businesses do not qualify for disaster loan programs and some cannot afford to incur additional debt. As the voice of the business community, we need to take immediate action to assist our San Fernando Valley's business community to stay afloat during the pandemic.

The issue on most businesses' minds is the inability to file claims or have their claims denied under their business interruption insurance. Together, with over 60 chambers of commerce and business associations, we joined the Save Small Business Coalition. The Save Small Business Coalition is committed to the survival of a vibrant business community as businesses across the US are feeling severe economic hardships as government mandates force restrictions and closures on business.

We know, as insurance brokers and agents, our efforts may give you worry or concern and I want to assure you that the coalition's efforts are to keep our region's businesses of all sizes to stay open (if allowed) and keep workers employed:

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- Small Businesses need funds right now to stay afloat, period. There is nothing in any business's insurance that covers this unprecedented event of the Civil Authority of closing of businesses.
- We want to empower a solution for this and ask that insurance carriers act as a distribution center for funds, not to take on the entire liability of this fund distribution.
- We are advocating that Government funding be provided to the insurance carriers for a streamlined process without adversely impacting the overall insurance safety net.
- We are not asking you to break or ignore contracts that you have with your businesses and their current coverage. We are asking for extraordinary emergency action by the government to empower you beyond any program that currently exists.
- You are advocates for your insureds. We need to support this key role that you play. Understanding the dynamic that loss ratios play in Insurance Agents compensation and appointment structures, we are also advocating that losses due to the pandemic not count against you. This would provide agents the needed direction to truly advocate for our small businesses.

On a regular basis, the Chamber is a constant advocate for business. The work we do together is more important than ever.

We hope you'll work with us on a solution to help the many businesses and nonprofits negatively affected by this crisis.