



Kyle Lindner Commercial  
Insurance Specialist



# Kyle Lindner FSS, LUTCF

- Kyle Lindner has been in the Insurance and Financial industry for 18 years.
- He has designations with the American College for the Financial Services Specialist and Life Underwriting Training Counsel Fellow.
- Specializes in commercial insurance, general liability, and key man insurance coverage.
- Member of the National Association of Insurance and Financial Advisors since 2009.
- The goal of Kyle Lindner's agency is to help businesses protect them and their businesses from the risks of everyday life and strive financial independence.

# Life Cycle of a Business

Every small business has big possibilities.

The key is figuring out how to keep risk from getting in the way. Our extensive offering of products provides a lot of options. A knowledgeable agent can help guide you through them to find the right fit of coverage and cost for your specific needs.

	START-UP	GROWTH	MATURITY	TRANSFER
For the Business	<p><b>Business Asset Protection</b> Business Auto, Business Owners, Artisan and Contractors, Commercial Liability Umbrella Policy, Inland Marine, Errors &amp; Omissions, Professional Liability</p> <p><b>Employer Liabilities</b> Employment Practices Liability Insurance (EPLI)</p> <p><b>Business Continuation</b> Buy/Sell</p>	<p><b>Business Asset Protection</b> Increased Coverage for Business Lines, adding additional coverages, Errors &amp; Omissions, Professional Liability</p> <p><b>Employer Liabilities</b> Employment Practices Liability Insurance (EPLI)</p> <p><b>Business Continuation</b> Buy/Sell</p>	<p><b>Business Asset Protection</b> Increased Coverage for Business Lines, adding additional coverages, Errors &amp; Omissions, Professional Liability</p> <p><b>Employer Liabilities</b> Employment Practices Liability Insurance (EPLI)</p> <p><b>Business Continuation</b> Buy/Sell</p>	<p><b>Business Asset Protection</b> Products and Completed Operations Liability Policy</p>
For the Owner/Key Person	<p><b>Owner/Executive Benefits</b> Individual Health, Life, and Disability Insurance</p> <p><b>Business Continuation</b> Credit/Mortgage Disability</p>	<p><b>Owner/Executive Benefits</b> Health, Life, and Disability Insurance Coverage</p> <p><b>Employee Benefits</b> Business Retirement Plans<sup>1</sup></p> <p><b>Business Continuation</b> Credit/Mortgage Disability</p>	<p><b>Owner/Executive Benefits</b> Benefit Plans, Executive Bonus, Split-Dollar Non-Qualified Deferred Compensation</p> <p><b>Employee Benefits</b> Business Retirement Plans<sup>1</sup></p> <p><b>Business Continuation</b> Key Person Insurance, Credit/Mortgage Disability, Business Valuation</p>	<p><b>Owner/Executive Benefits</b> Estate Planning</p> <p>Employee Benefits Distribution Planning (Retirement)<sup>1</sup></p> <p><b>Business Continuation</b> Buy/Sell</p>
For All Employees	<p><b>Employer Liabilities</b> Workers' Compensation</p>	<p><b>Employer Liabilities</b> Workers' Compensation</p> <p><b>Employer Benefits</b> Individual Health Insurance, Group Life, Hospital Income, Disability Income, Business Retirement Plans<sup>1</sup></p>	<p><b>Employer Liabilities</b> Workers' Compensation</p> <p><b>Employer Benefits</b> Business Retirement Plans<sup>1</sup></p> <p><b>Owner/Executive Benefits</b> Deferred Compensation</p>	<p><b>Employee Benefits</b> Distribution Planning (Retirement)<sup>1</sup></p>

<sup>1</sup>Neither State Farm nor its agents provide tax or legal advice.  
Not all products and coverages are available in all states.  
Each State Farm insurer has sole financial responsibility for its own products.

State Farm Fire and Casualty Company (Fidelity and Surety Bonds, Commercial Liability Umbrella Policy, Errors & Omissions, EPLI, Workers' Comp)  
State Farm Mutual Automobile Insurance Company (Business auto, Health)  
State Farm Life Insurance Company (Life)  
Bloomington, IL

State Farm Lloyds (Business Owners, Artisan and Contractor)  
State Farm County Mutual Insurance Company of Texas (Business auto)  
Richardson, TX

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# Data Compromise

- ▶ Common cyber attacks used in data breaches are:
  - ❑ Ransomware
  - ❑ Malware
  - ❑ Phishing
  - ❑ Denial of Service



# Data Compromise Industry Impacts

- ▶ Healthcare is the most expensive industry for a data breach at \$7.13 million ([IBM](#)).
- ▶ The global average cost of a data breach is \$3.86 million ([IBM](#)).
- ▶ The average cost per lost or stolen record in a data breach is \$150 ([IBM](#)).
- ▶ A breach lifecycle under 200 days costs \$1 million less than a lifecycle over 200 days ([IBM](#)).
- ▶ 39% of costs incurred more than a year after the data breach ([IBM](#)).
- ▶ In 2020, the country with the highest average total cost of a data breach was the United States at \$8.64 million ([IBM](#)).
- ▶ A mega breach of 1 million to 10 million records has an average total cost of \$50 million, a growth of 22% from 2018 ([IBM](#)).



# Data Compromise Coverage

- ❑ Data Compromise Liability of Limits \$50,000
- ❑ Identity Restoration Liability of Limits \$35,000
- ❑ Services Include
  - ❑ Legal review of the facts and advice regarding a course of action.
  - ❑ Forensic review, if needed, to determine the nature and extent of the breach.
  - ❑ Notification to individuals affected by the breach.
  - ❑ Service to individuals affected by the breach:
    - Informational materials
    - Toll-free help line
    - Credit report monitoring, upon enrollment
    - Identity restoration case management





# Identity Restoration

While almost all businesses keep personal information on customers and employees, perhaps your business is small enough that you only retain your own data. However, since identity thieves know that small businesses often have large credit lines, your data is attractive and vulnerable to them.

That's why our Identity Restoration Coverage provides:

- Coverage if the individual business owner or chief executive officer's information is compromised.
- Personal Case Management Service.
- Expense Reimbursement.



# Types of Commercial Insurance

- ▶ General Liability
  - ▶ Property Insurance
  - ▶ Loss of Income
  - ▶ Workers Comp
  - ▶ Errors and Omissions
  - ▶ Key Man Insurance
  - ▶ Employers Practices Liability
  - ▶ Technology Services E&O
  - ▶ Inland Marine Insurance
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# Customize Your Business Insurance Policy

- ▶ Customize your property coverage Tailor your business property coverage to your unique needs by purchasing any of these optional coverage at an additional charge:
- ▶ Utility Interruption Loss of Income
- ▶ Backup of sewer/drain (property only)
- ▶ Dependent Property Contingent Loss of Income
- ▶ Employee Dishonesty
- ▶ Garage Keepers Insurance Comprehensive and Collision or Designated Causes of Loss and Collision
- ▶ Ordinance or Law
- ▶ Spoilage



# Business Assessments

How long have you owned your business?

How many employees/1099 employees do you employ?

What do feel is your biggest risk if a loss occurred to your business?

What other risks do you feel your company may incur?

Are there any employees that are key to the operation of your business?

Do you employees use their personal vehicles for errands, sales/service calls?

Do you have any equipment that is considered high value equipment?



# QUESTIONS