

*from us to you...*

# The David Agency Gazette

September 2, 2011

*...staying in touch to serve you better*

## Breaking News...

### Personal Guarantee Insurance – New!

**Dear David Agency Clients,**

It is rare that a brand new type of policy comes along in the insurance world, and we are excited to share this new one with you. Here's the situation - you go to your bank to get a business loan, the bank requires you to sign a personal guarantee (piercing the corporate veil and putting your personal assets on the line). Should your business fail (which we hope never happens) and the bank calls on you personally to pay back the business loan, there is now insurance available to pay up to 70% of your net liability. In this wavering economic climate, hedging this loan with some insurance could be the right fit for you.

Here is our insurance companies announcement, with your interest contact us immediately for a quote –

News Bulletin

An AmTrust North America  
Communication

### **Introducing Personal Guarantee Insurance, new from AmTrust North America and Asterisk Financial**

AmTrust North America has partnered with Asterisk Financial, Inc. to make available to you **Personal Guarantee Insurance™ (PGI)** – a **new**, valuable insurance product for your commercial clients.


For years, banks have required business owners to personally guarantee their commercial loans. This means if the business defaults on the loan, the bank can go after the owner's personal assets to satisfy the guarantee. Even if the business is incorporated or is an LLC, signing a personal guarantee (PG) gives the bank permission to pursue personal assets to repay the loan.

Until now, business owners and other guarantors had to risk financial ruin - existing solutions to mitigate their PG risk were ineffective and costly. Now, PGI provides an affordable and viable option. PGI insures the personal risk from commercial loans and will cover up to 70% of the net liability, depending upon the coverage purchased and the terms of the policy.

### Who is PGI for?

Any commercial client who have had to sign a PG to secure a commercial loan would find PGI valuable. Other things to look for:

- Business owners with significant personal assets, one or more business partners, or a limited time horizon to rebuild should their business fail.
- Real estate investors who signed a PG.
- Someone who signed a PG for a family member (e.g. — spouse) or friend to help them secure a loan.
- PGI is underwritten by AmTrust North America and is presently admitted and available in 36 states and the District of Columbia: Alabama, Arizona, Arkansas, Colorado, Connecticut, Delaware, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Nevada, New Jersey, New Mexico, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, South Carolina, South Dakota, Tennessee, Utah, Vermont, West Virginia, Wisconsin and Wyoming. Additional states will be added throughout the year.

MAILING ADDRESS:		 AmTrust North America An AmTrust Financial Company
AmTrust North America, Inc. 5800 Lombardo Center Cleveland, OH 44131		
WEB: <a href="http://www.amtrustnorthamerica.com">www.amtrustnorthamerica.com</a>		Your Success is Our Policy. <sup>SM</sup>

Call your David Agency agent today.

### For More About PGI:

For a quick overview of PGI, see the following animated demonstration:

<http://www.personalguarantee.com/asterisk/Article/14/product-demo-animation>

Thank you.

## David

### David D. Meilahn

The David Agency Insurance, Inc.

(630) 592-5375 Direct Number

(312) 848-1977 Cell

(630) 516-9000 Reception

(630) 516-0700 Fax

[dmeilahn@thedavidagency.com](mailto:dmeilahn@thedavidagency.com)

Visit our recently updated website at <http://www.thedavidagency.com>

The David Agency Insurance, Inc.

385 North York Road

Elmhurst, IL 60126

(630)516-9000