

BRUNSWICK | Private Client

Insuring the Journey

*Navigating P&C Needs Through
the Family Lifecycle*



Learning Objectives

- 1 Understand how family lifecycle events affect P&C needs
- 2 Identify common coverage gaps and liability exposures
- 3 Improve advisor–P&C professional collaboration



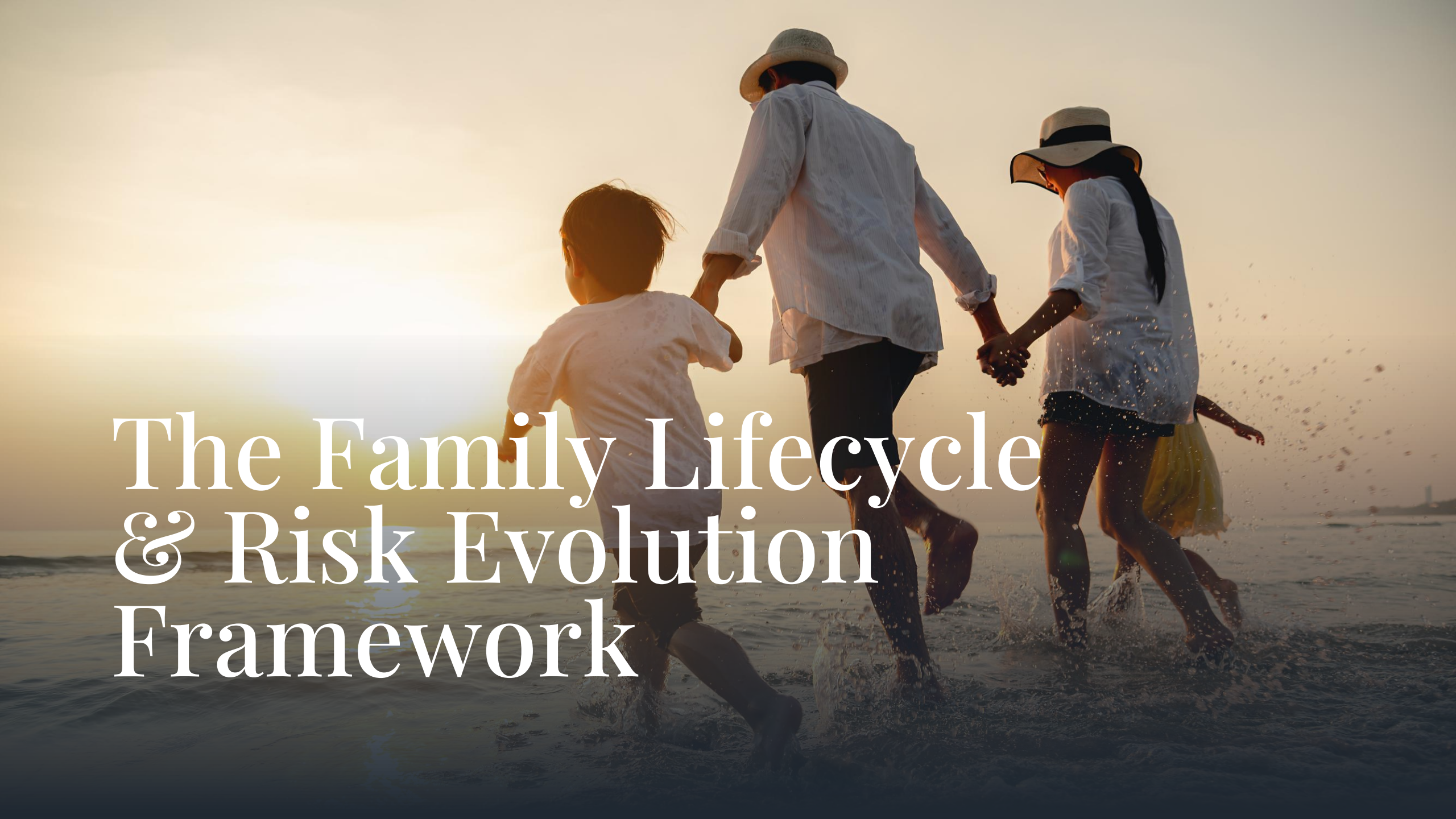
P&C Insurance as Core Planning Discipline

Role of P&C insurance in protecting client balance sheets

Relationship between liability exposure and net worth growths

Common misconceptions advisors have about P&C coverage

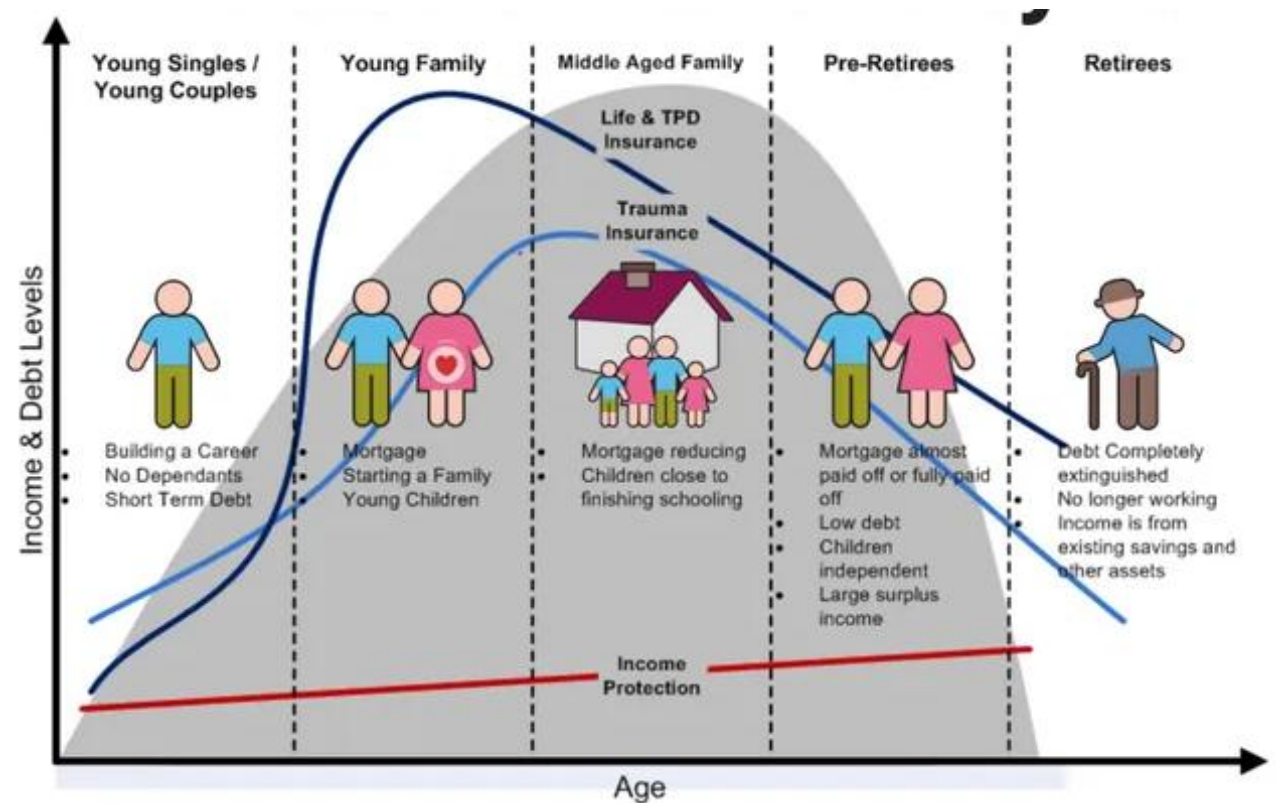
Why reactive insurance planning creates
fiduciary risk

A family of three is captured from behind, running through shallow water towards a bright sunset. The father, wearing a light blue shirt and a straw hat, holds the hand of a young child in a white shirt. The mother, wearing a white shirt and a wide-brimmed hat, holds the child's other hand. They are all splashing water, and the scene is bathed in the warm, golden light of the setting sun.

The Family Lifecycle & Risk Evolution Framework

Lifecycle & Risk Exposure Changes

- Identifying “insurance trigger events” advisors should monitor
- Setting expectations for proactive, ongoing review



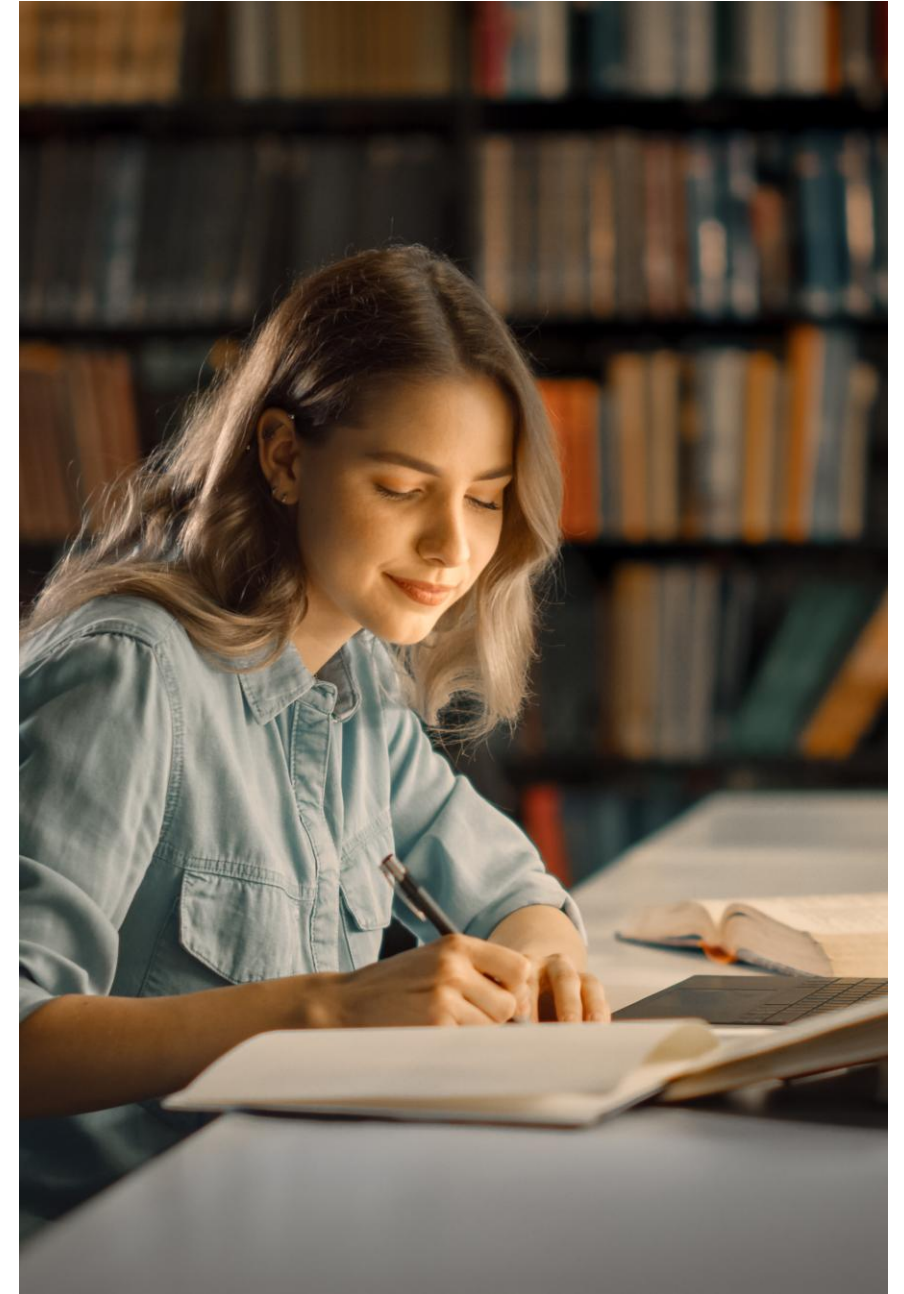
Early Family & Adolescent Risk Stages

- Renting, cohabitating, multiple policies
- Homeownership, marriage
- Young families – more people + more activity + more "stuff"
- Playdates, sports, babysitters
- Teenage drivers



College-Aged Kids

- Away from school – with or without car
- Student housing vs. Off campus apartment
- Roommates
- Study abroad
- Social liability exposures



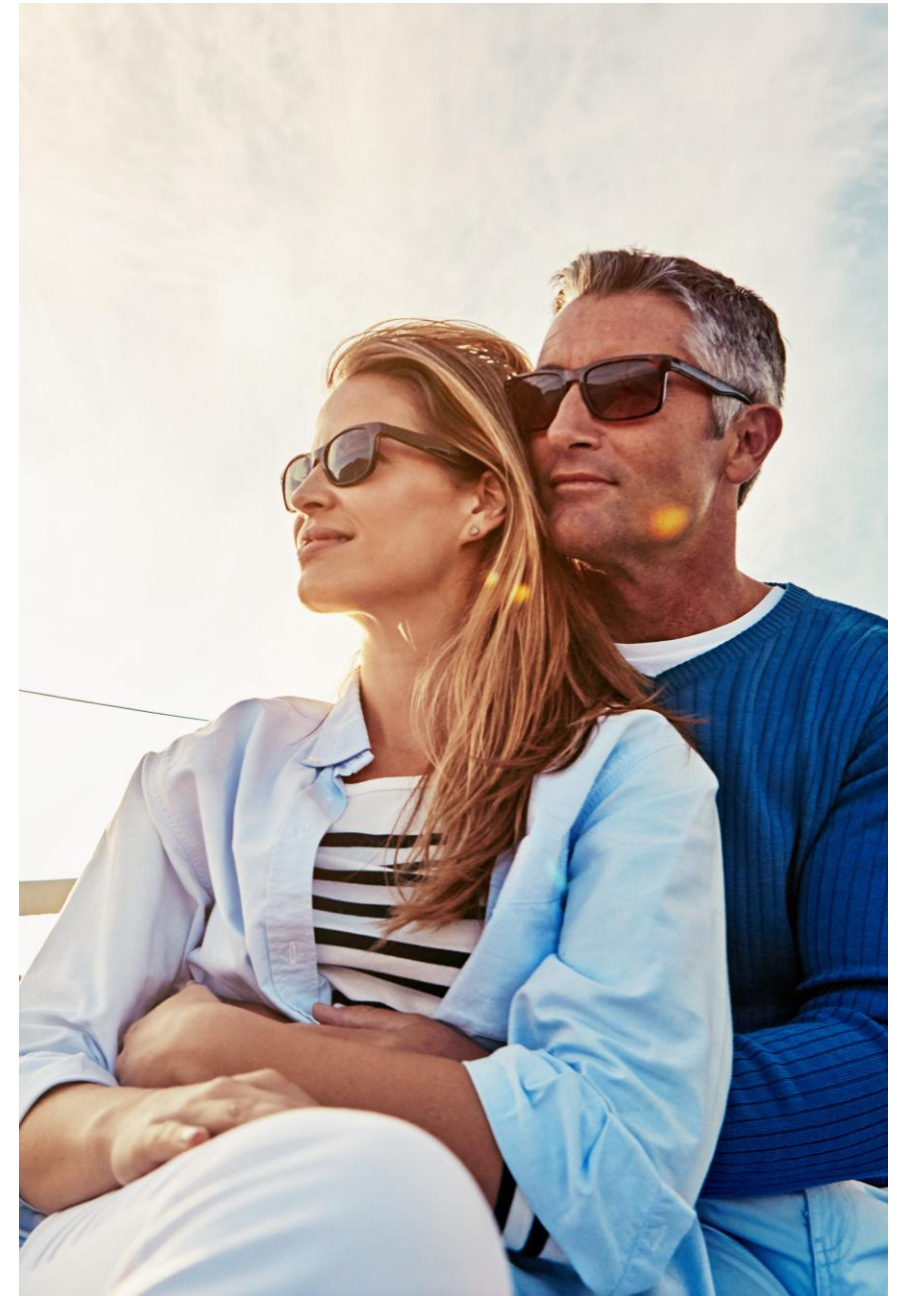
New Empty Nesting

- Kids graduated but still living at home
- Kids' first apartment: Co-signing a lease
- Driving parents' cars
- Living in a property owned by parents
- Engagement rings
- Increase travel = quiet house



Midlife Complexity & Asset Expansion

- Rising net worth and expanded liability exposure – increase umbrella
- Home renovations
- Second homes, rental properties, and specialty assets
- Importance of coordinating primary policies with umbrella coverage
- Increasing deductibles
- Non-profit board trustee



Divorce, Remarriage & Blended Families

- Insurance complications during marital transitions
- Title changes, named insured updates, and umbrella restructuring
- Risks associated with shared custody and multiple households
- Advisor best practices during transitional periods



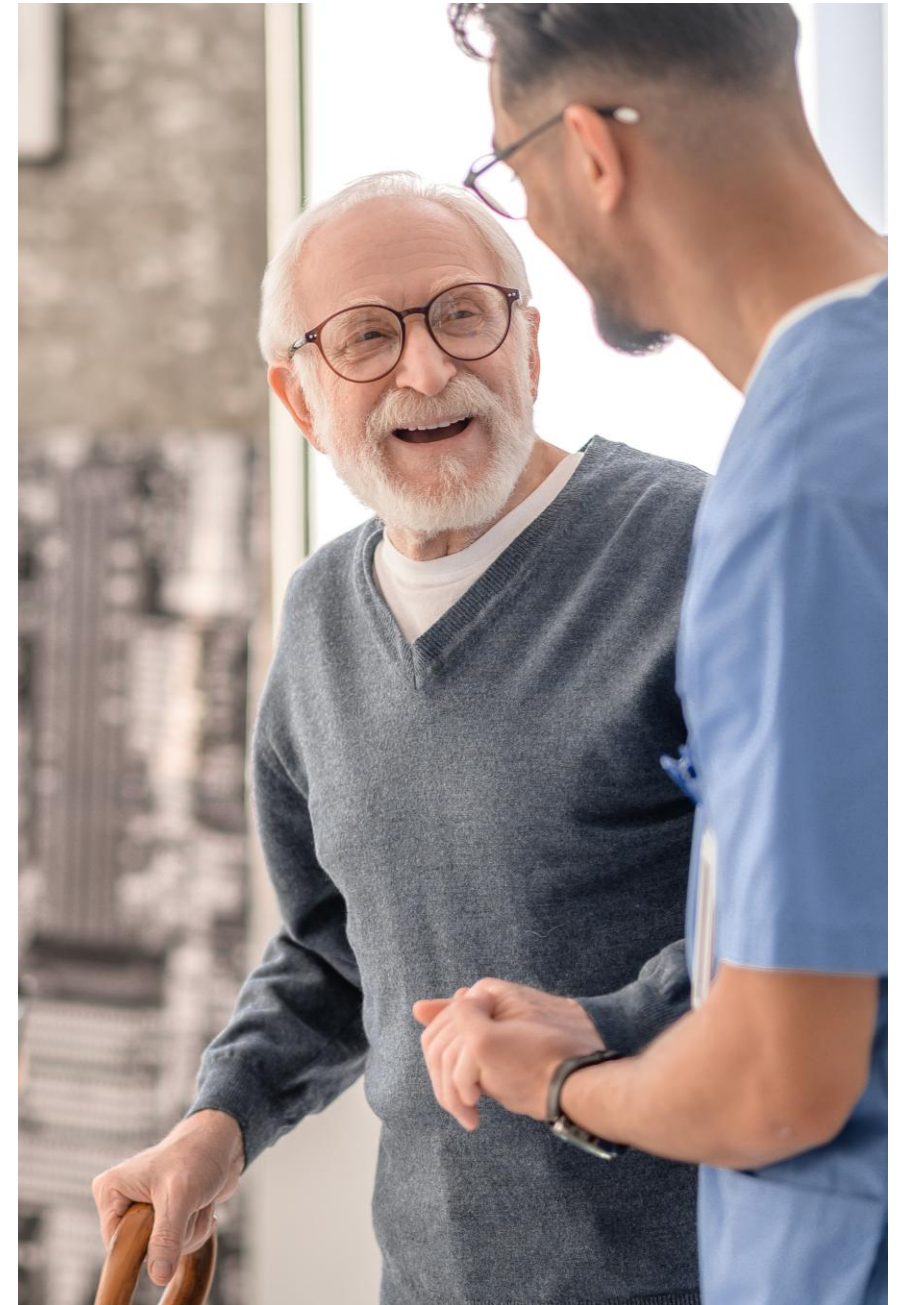
Pre-Retirement & Retirement Risk Shifts

- How retirement changes — but does not eliminate — liability exposure
- Downsizing, relocation, and lifestyle shifts without under-insuring
- Travel, second homes, and volunteer activities, seasonal occupancy
- Aligning risk tolerance with insurance structure



Assisted Living Stage

- In-home care givers
- Driving transition
- Vacant homes
- Protecting valuables
- Payment of premiums

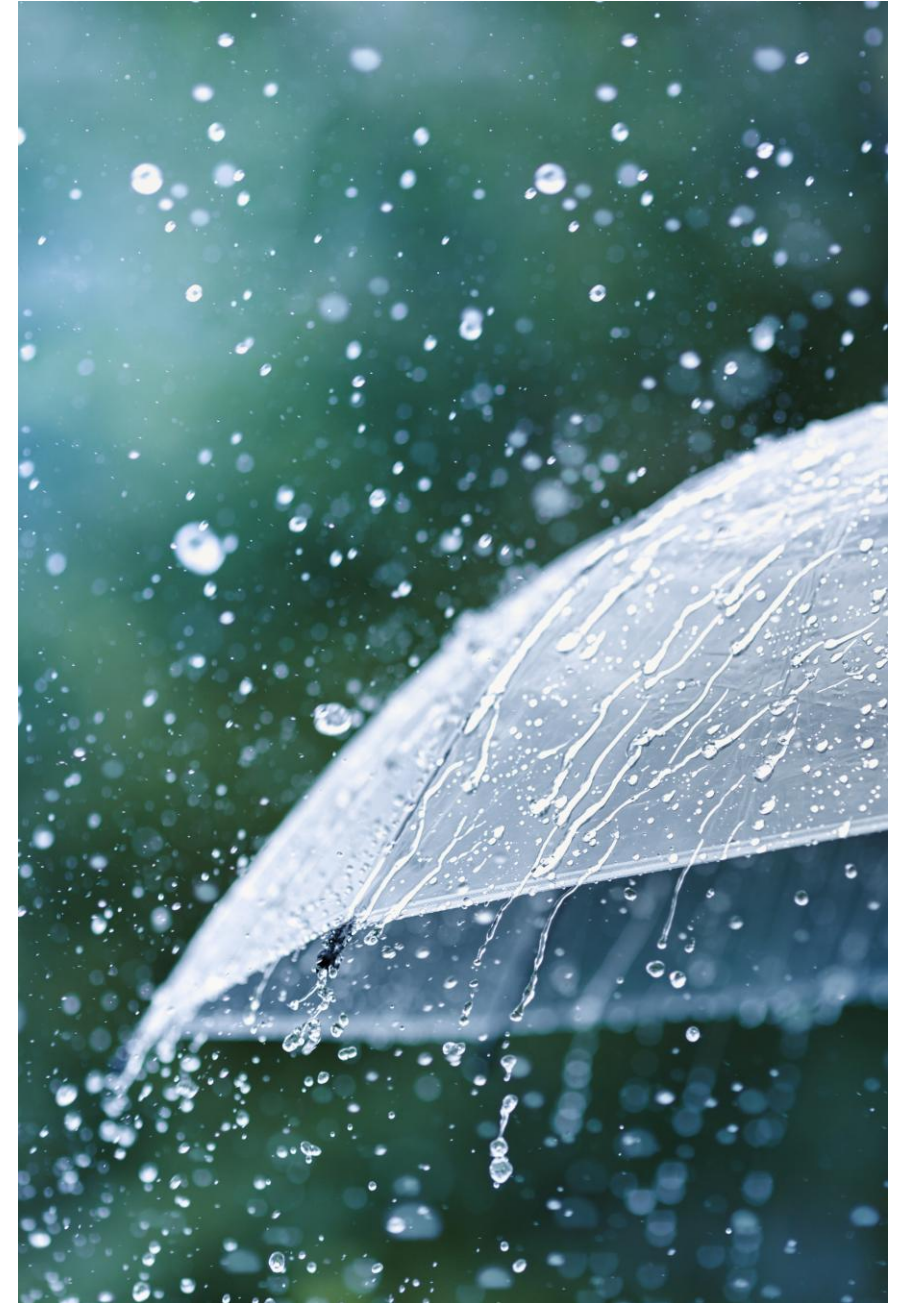




Bridging Planning & Protection

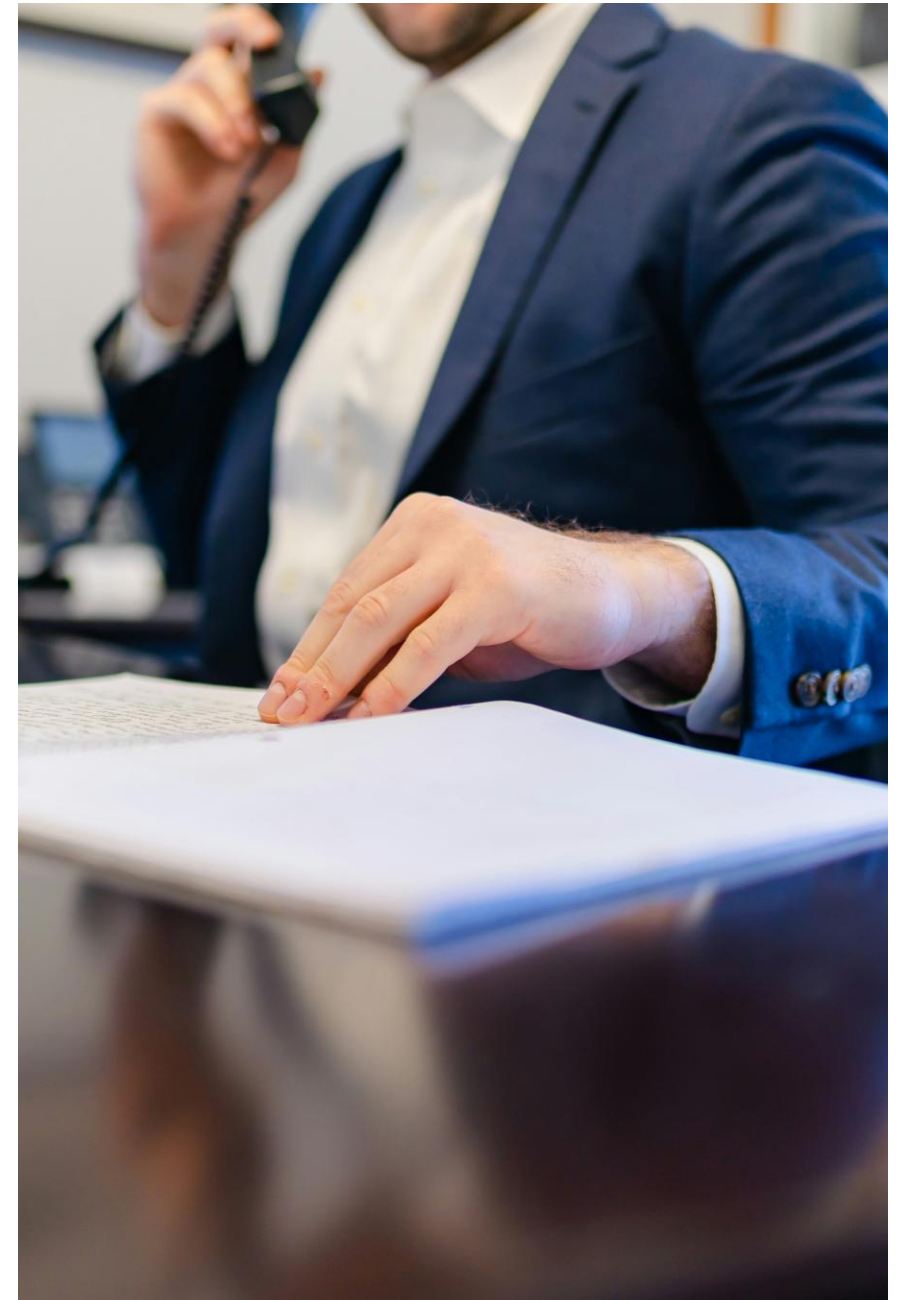
Umbrella Liability & Gap Identification Strategies

- Umbrella insurance as a unifying risk-management tool
- Determining appropriate liability limits over time
- Red flags signaling underinsurance
- Practical advisor checklist for identifying P&C gaps



Advisor Communication & Collaboration Best Practices

- How to discuss insurance changes with clients effectively
- Translating insurance concepts into planning language
- Structuring collaboration with P&C professionals
- Case-based examples of proactive coordination



Key Takeaways

Q&A



- Request a summary of lifecycle-based insurance planning principles
- Present at your office?
- Have a client in mind for a complimentary audit?

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