

A Complete Guide to RV Insurance for Full-Timers



EXPLORER RV
INSURANCE AGENCY, INC.

By Tod Carney
www.explorerrv.com and www.explorrv/blog

All Rights Reserved
Any unauthorized copying or reproducing will constitute an infringement of copyright

A Complete Guide to RV Insurance for Full-Timers

By Tod Carney

www.exploerrv.com

You made a major investment when you purchased your RV. Since it is really an auto and a home all in one, how do you insure it? When you think about your auto and home, you realize that you currently have different insurance policies. So how do you insure an RV which is a combination of the two? The best way I know is to purchase a Specialty RV Insurance policy.

This guide will walk you through all aspects of a Specialty RV Insurance policy including:

- Specialty RV Insurance vs. the Typical Auto Policy
- Coverages Designed Specifically for Full-Time RVers
- Protecting your RV from Depreciation
- Important Information on Standard Coverages
- Roadside Service
- RV Technical Assistance

Also included at the end of this guide are three important documents:

- Your RV Insurance Quote...At a Glance – To assist you in comparing your current policy with a Specialty RV Insurance policy
- Request for Quote Form – Contains all the questions your agent should be asking in order to give you the best rate possible
- RV Insurance Glossary – A resource with all the terms and definitions in one place

After you have read through this guide, you will have a good understanding of what the differences are between a Specialty RV Insurance policy and a standard auto policy. You will have enough information to feel confident in making an informed decision about protecting your investment.

Specialty RV Coverages vs. Typical Auto Coverage

RVing is experiencing tremendous growth, especially as the Baby Boomers increasingly flock to the freedom of the [RV lifestyle](#). When purchasing an RV, many owners simply call their insurance agent and add their new “home on wheels” to their existing auto policy. This leaves the RVer vulnerable to losses that are not covered by a standard auto insurance policy. A standard auto policy typically offers only coverages such as liability, comprehensive, collision, towing, emergency travel expense, and permanently attached items (awnings, antennas, etc). Unfortunately, these standard coverages cannot fully protect your investment.

The following are descriptions of [Specialty RV coverages](#) that [Explorer RV Insurance Agency](#) is able to offer.

- [Emergency Vacation Expense](#) coverage is also very important in the event you have a claim and are unable to use your RV as your living quarters. This coverage would reimburse you for most living expenses incurred while you’re unable to use your RV, again up to the limits listed in your policy. Generally, things like hotel stays, meals or tickets back home would be eligible for reimbursement. Most policies that include Emergency Vacation Expense coverage have a mileage limitation, where you would have to be a certain number of miles away from home before coverage would apply. Be sure to read your policy or ask your agent if any limitations apply. Of course, this coverage is even more important for fulltime RVers as their RV is their primary residence.
- [Vacation Liability](#) provides general liability coverage while the RV is used as a vacation residence. This liability protection follows the insured from campsite to campsite, or RV lot to RV lot. It extends to the boundaries of the site to protect the insured from any incident where the insured may be legally responsible for. When an RVer becomes a full-timer, full-time personal liability replaces this coverage.
- [Diminishing Deductibles](#) is a coverage option that is hard to decline. When selected, it decreases the amount of the comprehensive and collision deductibles by 25% for every claim-free year until the deductible hits zero. For example, if the insured selects a \$1,000 deductible for both comprehensive and collision coverage, it will decrease by \$250 each year the insured stays claim free, and the insured will enjoy the premium savings of paying for a \$1,000 deductible!
- [Personal Effects coverage](#) provides protection for the items packed onboard an RV. These items can range from the camera you take with you on vacation, to the clothing you pack while on the road. Most standard auto insurance policies do not provide any coverage for items inside a vehicle, whether it is a car or an RV. In the event of a claim, such as a fire,

Personal Effects coverage reimburses you for your personal belongings that are damaged or destroyed in the fire, up to the limits listed in your policy. Of course, this coverage is even more important for [fulltime RVers](#) as almost everything they own is kept in their RV. Your insurance agent can help you determine an appropriate amount of Personal Effects coverage to carry, but nobody knows what you have in your RV better than you do.

- [Extended Utility Trailer Coverage](#) is an option that covers utility trailers pulled behind a motor home. Every RV policy automatically covers physical damage to a utility trailer up to \$2,500. However, Explorer RV can increase that coverage up to \$99,000. As RVers take more of their belongings with them on trips, utility trailers are becoming the norm, so it makes sense to include the trailer on the same policy as the RV.
- [Golf cart/moped coverage](#) is another option that simplifies RV insurance coverage. With Explorer, you can add physical damage coverage to your RV policy to protect a golf cart or moped that is not licensed for street use, but is used in campsites and parks.
- [Mexico Physical Damage](#) is a great option available to any RVer when traveling to Mexico. This option extends comprehensive and collision coverage into Mexico as long as the insured separately purchases Mexico liability coverage. Contact your agent for more in-depth information on this option.
- [Awning Replacement](#) is available as an option to insureds that qualify for Total Loss Replacement. Awning replacement covers the awning for the full replacement cost during the first two model years of the RV.
- [Windshield Replacement Coverage](#) is offered in most states to protect your RV from damaged windshields. This is a tremendous value considering the cost of replacing motor home windshields.

Make sure that your RV is fully protected with a specialty RV policy that provides coverages for the gaps that can exist with a standard auto policy.

Full-Timer Coverages

When an individual [decides to permanently hit the road](#) to experience all of America, they may be subject to gaps in insurance coverage, especially if they are no longer a homeowner. This is another reason [specialty RV insurance](#) is needed. [Explorer Insurance Agency](#) offers [specialty RV policies](#) for full-timers to provide coverages that fill those insurance gaps.

- [Full-timers' personal liability coverage](#) provides very important protection. When you are a homeowner, personal liability coverage is usually provided by a homeowner's insurance policy. This protects you when losses occur for which you are legally responsible. When you

When you sell your home and become a full-timer, the personal liability coverage provided by the homeowner's insurance policy is lost leaving you unprotected. Full-timers' personal liability coverage fills that gap by offering liability protection wherever your travels take you in the U.S. Most specialty insurance companies actually require full-timers' personal liability coverage when usage exceeds five months per year.

- [Full-Timer's medical payment coverage](#) is an option that is based on another homeowner's insurance policy coverage. On a homeowner's insurance policy, medical payment coverage provides coverage for the homeowner's medical bills incurred as the result of an accident in the home. Again, when an individual becomes a full-timer, this protection may be lost. Full-timers' medical payment fills this gap by offering coverage for medical bills incurred when the parked RV is being used as a residence.
- [Scheduled Valuable Personal Property coverage](#) fills stills another gap. On a homeowner's insurance policy, an insured is able to schedule valuable personal items such as jewelry, antiques, and stamp collections. Full-timers may wish to take such items with them on the road, but without a homeowner's policy these items are not protected. Scheduled Valuable Personal Property coverage will cover up to \$99,000 for any item, collection, or group of similar items the insured wishes to protect.
- [Secured storage personal effects coverage](#) is an option that every full-timer should consider. When you sell your home, not all your personal effects accumulated over the years can fit into your RV, even if it is forty-five feet long. Most people store their personal effects in secured storage facilities, but they may not realize that these stored items are not covered in the event of theft or fire. Secured storage personal effects coverage will cover up to \$99,000 worth of personal effects in storage.

[Full-Time RVing](#) offers a great feeling of personal freedom. Many jobs also offer the freedom to employees to work virtually, which has also spawned some growth in the number of active full-timers. During this exciting time, you should have the sense of security that you are adequately protected by your insurance coverage. We at Explorer Insurance Agency firmly believe that a specialty RV policy provides the best way to ensure a sense of security to enhance the feeling of freedom for full-timers.

Protecting your RV from Depreciation

Many RVs are insured with non-specialized coverage. At [Explorer Insurance Agency](#), we realize how significant an investment a RV can be. We will review the three coverage options that are the foundation of the [specialized RV policy](#). Each option provides a form of depreciation protection, but provides it in a different manner.

- [Total Loss Replacement](#) is available to original owners of RVs with a model year within four years of the current year. This option provides depreciation protection for the first 10 model years. If a total loss occurs during the first 5 model years, the insurance company will replace the RV with the newest model, or a comparable RV. If a total loss occurs during the second five model years, the insurance company will pay the insured the purchase price paid by the insured for the total loss RV to be used towards the purchase price of a replacement RV.
- [Purchase Price Guarantee](#) is available to owners of a used RV purchased within the most recent 12 months, and where the model year is no more than 10 years old. This option also provides depreciation protection for the first 10 model years. If a total loss occurs at any time during the first 10 model years of the covered RV, the insurance company will pay the insured the purchase price paid for the total loss RV to be used towards the purchase price of a replacement RV
- [Agreed Value coverage](#) is available to all owners of bus conversion style RVs. This option is available only for bus conversions, and it provides depreciation protection for three years. The insurance company requires an appraisal be submitted to provide proof of value. In the event of a total loss, the insurance company will pay the appraised value to the insured for three years. The insured has the option to submit a new appraisal every three years to maintain this option.

The purchase of an [RV is a significant investment](#). The idea behind these [specialty coverage options](#) is to protect that investment during the years where an unforeseen accident or loss can turn the investment into an unwelcome financial setback.

Standard RV Coverages

Liability Insurance

[Liability](#) Insurance - Applies to claims made against you for bodily injury or property damage to others resulting from negligent operation of a motor vehicle.

Your [insurance contract](#) can have liability in one of two ways: split limits or combined single limits. Split limits are per person/per accident/ property damage. An example of split limits is 100/300/50. This breaks down as follows: the insurance contract will payout \$100,000 per person for an accident in which you are negligent. The next limit is \$300,000 per accident, which means it would pay a maximum of \$300,000 for injury resulting from your negligent and it will payout up to \$50,000 in any property damage you caused during the accident. The second type of limit is called a combined single limit. This is easier to understand due the fact that it covers the same amount of liability per person /per accident / property damage. An example of a combine single limit is \$300,000 CSL. This means the contract

would payout a max of \$300,000 per person, \$300,000 per accident and \$300,000 in property damage

You want to review your policy and ensure you fully [understand your coverages](#) in the event you are in an accident.

Collision and Comprehensive RV Coverage

[Collision and Comprehensive \(Other than Collision\) coverage](#) are without a doubt two of the more important types of [RV insurance coverage](#), and are also the most misunderstood. In this article, we'll discuss what kind of insurance claims collision and comprehensive cover, and how to select a deductible that is suitable for your particular needs. Of course, when in doubt consult your insurance agent for advice on selecting an appropriate deductible and for more detail on individual limits.

[Collision coverage](#) is just what it sounds like; it provides coverage in the event your RV collides with another object. Collisions can be as varied as backing into a light post, or getting into an accident on the road. Generally, collision coverage starts paying after a deductible is met and up to the limits specified in the policy.

[Comprehensive is also called "Other than Collision,"](#) or OTC for short. OTC provides coverage for losses that are not a direct result of a collision or accident. Some common claims that are typically covered by OTC include: weather-related damage, fire, theft, vandalism and windshield chips/cracks as a result of road hazards. Be sure to read your policy and note any specific coverage exclusions. For example, most RV insurance policies do not provide coverage for normal wear and tear. Just like Collision coverage, OTC starts paying out after a deductible is met and up to the limits listed in the policy.

The deductibles listed on your policy are the dollar amounts you are responsible for paying before the insurance policy starts paying for a claim. Most [insurance companies](#) offer a broad range of deductible limits to select from (\$100 to \$5,000). As a rule of thumb, the lower the deductible, the higher the premium so it is important to find a balance of what you are willing to pay out of pocket in the event of claim, and how much you want to pay in insurance premiums. Your insurance agent can help evaluate your personal needs and quote multiple deductible limits for price comparison.

Med Pay and Uninsured-Underinsured Motorist Coverage

These are two options which are considered [standard auto coverages](#), but are often overlooked. Found on just about every vehicle policy, whether for an auto, motorcycle, boat, or motor home are Medical Payments and Uninsured/Underinsured Motorist.

[Medical Payments pays](#) medical bills incurred by you, family members, and passengers for injuries sustained during an accident in your car. This coverage also pays for you or your family members injured while riding in another person's car or while walking, and applies to the limit listed on the policy regardless of who is at fault.

If you and your passengers already have health insurance that covers similar expenses, Medical Payments coverage may be unnecessary. It is important to check your health insurance policy for details. Keep in mind; however, that Medical Payments Coverage can be an inexpensive option on an RV policy, and can help with out-of-pocket costs once your health coverage reaches its limits.

[Uninsured/Underinsured Motorist](#) pays for injuries sustained by you and passengers in your vehicle, as well as property damage sustained by your vehicle if you are involved in an accident with a motorist who does not have sufficient insurance. Uninsured coverage pays if the motorist has no insurance at all. Underinsured coverage pays if the motorist has insurance, but does not have high enough liability limits to cover the injuries or property damage you incurred. Your policy will pay the difference up to the limit of liability amount listed.

Insurance companies give you the option to carry the Uninsured (UM)/Underinsured Motorist (UIM) limit at the same amount or less as your Bodily Injury (BI) /Property Damage (PD) liability limit. It is highly recommended that you match the UM/UIM limit with your BI/PD limit. The savings are negligible if you carry less cover, plus you are responsible for paying amounts after the limit is reached.

Our goal at [Explorer](#) is to protect your lifestyle by writing a policy which fills the gaps in coverage that may occur from an accident. Medical Payments and Uninsured / Underinsured Motorist coverage options are just as important as any of the other coverage options offered on a [specialty RV policy](#) at filling gaps that can occur from an accident.

Specialized RV Roadside Assistance

Most insurance companies provide basic towing assistance or reimburse you for towing expenses. What this means, though, is that you have to find the towing company, have them get you where you need to go, and then pay for the service. Afterwards, you have to then send the receipt to the insurance company, and wait 30 to 60 days for reimbursement.

Or, you could choose a roadside assistance package, powered by Coach-Net, which can be added to your current RV policy. As a member of the Coach-Net Star Program, emergency roadside service is available 24 hours a day anywhere in the United States and Canada. Whether you have a flat tire, a dead battery, or lock your keys inside the vehicle, assistance is just a phone call away.

If you need a tow, jump-start, tire change, locksmith, or fuel delivered, Coach-Net is ready 24/7. This network is managed and rated to maximize the quality of the service, and includes thousands of medium and heavy duty towing providers to cover any size RV. Services are available throughout the United States and Canada.

RV Technical Assistance (RV Tech Advantage)

Coach-Net pioneered RV technical assistance to assist RV owners with common issues associated with the RV lifestyle. Coach-Net's RV technical team of in-house ASE--RVIA/RVDA certified and master certified technicians continues to lead the way with unmatched and unwavering support. Coach-Net's technical staff is unparalleled and has the certifications to prove it.

Coach-Net's RV technicians are on staff and available to provide basic troubleshooting and product support for slide room issues, leveling jack concerns, no power to the coach, A/C or heater issues, operating appliances, fresh and wastewater questions, etc. Other companies have tried to copy this service, but none of them can match Coach-Net's experience or access to product knowledge.

As a member of Coach-Net's Star Program, you will also be assisted in obtaining roadside service and repairs under recreational vehicle chassis manufacturer warranty programs. The program pays to send service to you when you call the toll-free number. There is no reimbursement for service which you contract for yourself, unless the dispatch service is unavailable, or if a law enforcement agency takes control of the situation.

At Coach-Net, they do not outsource member calls to another company -- they are the call center! If you do not have Coach-Net currently, contact your insurance agent to have the Star Program service added to your existing policy. Or, have Explorer RV Insurance Agency review your policy.

Your RV Insurance Quote ... At a Glance

Thank you for your recent request for quote. Use this chart to compare our policy's customized coverages with your other insurance options.

RV Coverages to Evaluate:	Customized RV Quote	Your Current Policy
Rating Base (The vehicle value used by the insurance provider to quote your coverage)		
Standard Coverages:		
Bodily Injury & Property Damage Liability		
Medical Payments or Personal Injury Protection (Depends on your state requirement)		
Uninsured/Underinsured Motorist		
Comprehensive and Collision		
Settlement Options:		
Total Loss Replacement Replaces your vehicle with a new one if you choose to replace the unit		
Agreed Value Pays you based on your bill of sale or a qualified appraisal		
Purchase Price Pays you the amount you paid for your vehicle if you choose to replace it		
Actual Cash Value Pays you the market value of your vehicle at the time of your loss		
Specialty RV Coverages:		
Disappearing Deductibles		
Full-Timer Coverage		
Replacement Coverage for Personal Property		
Emergency Expense Allowance		
Unlimited Towing & Roadside Assistance		
Campsite Liability		
Permanent Attachment Coverage (awnings, antennas, satellite dishes)		
Mexico Comp and Collision		
Tow Dolly & Trailer Coverage		
Premium	\$	\$

Explorer RV Insurance Agency, Inc.

1-888-774-6778 | 330-659-6687 (fax) | Explorer@ExplorerRV.com | www.ExplorerRV.com

Request for Quote

Homeowner Condo Renters (for Mobile Homes use reverse side)

Name: _____

Property Address: _____

City: _____ State: _____ Zip Code: _____

Phone: _____ Email Address: _____

Year home was built: _____ Square Footage: _____ No. of Stories: _____ No. of Fireplaces: _____

Garage: # of Cars: _____ Attached Detached

Number of Bathrooms: _____

Type of Home: Single Family Duplex Condo Other: _____

Swimming Pool: Yes No Diving Board: Yes No Is Pool Fenced? Yes No Jacuzzi: Yes No

List all pets owned or put "none." If dog(s), please list breed(s): _____

Type of Roof: Tile Composition Wood Shake Rock Other: _____

Age of Roof (enter the year): _____

Type of Heating System: Gas Oil Electric Other: _____

If Oil Heating System, is it located in a basement? Yes No

Age of Heating System (enter the year): _____

Type of Plumbing: Galvanized Copper PVC Year of Last Update: _____

Type of Electrical: Circuit Breakers Fuse Year of Last Update: _____

Type of Foundation: Slab Basement Finished Basement Crawl Space

Exterior Wall Material: Brick Stucco Vinyl Wood Other: _____

Distance to Fire Hydrant in Feet: _____ Distance to Fire Department in Miles: _____

Current Insurance Company: _____

Expiration date of Current Insurance Policy: ____ ____ ____

Has your policy been Cancelled/Non-Renewed in the last 3 years? Yes No

Please describe any and all claims you have had in the last 5 years on a homeowners or renters policy — even if these claims were for a different home. Include amount of claim and approximate date. If none, then write in "none."



Request for Quote

Mobile Home / Park Model

Name: _____ Date: _____

Property Address: _____

City: _____ State: _____ Zip Code: _____

Phone: _____ Email Address: _____

Year: _____ Make: _____ Length: _____ Width: _____

Fully Skirted? Yes No Approximate number of mobile homes in park: _____

Park or private property: _____ Park name: _____

Do you own the land? Yes No Do you have a long-term lease? Yes No

Owner occupied year round? Yes No

Is the unit tied down? Yes No

List all pets owned or put "none." If dog(s), please list breed(s): _____

Business at home? Yes No Type? _____ Clients in home? Yes No

Any other structures on premises? _____

Current Insurance Company: _____

Has your policy been cancelled/non-renewed in the last 3 years? Yes No

Any claims in the last 3 years? Yes No

Please describe any and all claims you have had in the last 3 years on a mobile home/park model policy, even if the claims were for a different mobile home/park model. Include amount of the claims and approximate date. If non, then write in "None:"

All coverages subject to policy terms, conditions, and exclusions.

Explorer RV Insurance Agency, Inc.

1-888-774-6778 | 330-659-6687 (fax) | Explorer@ExplorerRV.com | www.ExplorerRV.com

RV Insurance Glossary



STANDARD AUTO COVERAGES

Liability - Applies to claims made against you for bodily injury or property damage to others resulting from negligent operation of a motor vehicle.

Personal Injury Protection - Applies to your medical expenses and lost wages resulting from the operation of a motor vehicle, regardless of fault in no-fault states.

Medical Payments - Applies to medical bills incurred by you, members of your family and passengers for injuries involving a motor vehicle.

Uninsured/Under-insured Motorist - Applies to claims you may have against another motorist for injuries you sustain as a result of a motor vehicle accident. Uninsured coverage applies if the other motorist has no insurance. Under-insured coverage applies if the other motorist has insurance, but it is not sufficient to pay for injuries incurred.

Collision - Applies to damage to your vehicle caused by striking objects such as trees, poles, or other vehicles.

Comprehensive - Applies to damage other than collision, such as fire, theft, flood, hail, windstorm, or earthquake.

Actual Cash Value - In the event of a total loss, pays the current market value typically determined by using Kelly Blue book or NADA Guide.

SPECIALTY RV COVERAGES

Replacement Cost - Covers the full replacement if the vehicle is destroyed by a loss covered in the policy, and replaced with a similar unit within the first five model years, protecting you from depreciation. This coverage converts to Purchase Price in the sixth model year.

Purchase Price - Pays the purchase price towards a replacement vehicle if you experience a total loss covered in the policy and choose to replace the RV.

Agreed Value - Pays the agreed-upon value, typically based on a professional appraisal or bill of sale, in the event of a total loss. This coverage is ideal for purchasers of classic, bus conversion or used RVs.

SPECIALTY RV COVERAGES (continued)

Disappearing Deductibles - The comprehensive and collision deductibles are reduced by 25% of each claim-free year. At the conclusion of the fourth claim-free policy year, you pay no deductible when filing a comprehensive or collision claim. If a loss occurs, deductibles return to the original amount and the diminishing feature resumes.

Full-Timer - Provides personal liability coverage similar to a homeowner's policy. Additional living expenses, stored personal effects and other coverages may be available.

Mexico Physical Damage - Applies to comprehensive and collision coverage of your vehicle while traveling in Mexico, provided you maintain Mexican Liability on your vehicle during the entire trip.

Personal Effects - Replacement coverage for items such as clothing, dishes, computers, cameras, or sporting equipment that are not a built-in part of the RV. Note: replacement cost is subject to policy terms.

Vacation/Campsite Liability - Pays for bodily injury to others or property damage occurring at your campsite.

Emergency Expense - Applies to emergency lodging and transportation expenses if your vehicle is damaged or destroyed by a loss covered by the policy.

Roadside Assistance - Most carriers provide sign-and-drive towing and labor via a toll-free number. Auto policies may provide towing coverage, but typically offer a limited amount of coverage on a reimbursement basis with no dispatching service.

Medical Benefits (Scheduled) - Provides a specified dollar amount in the event of accidental death, or a dollar amount for scheduled disabilities. Coverage only applies while operating your insured vehicle or as a pedestrian struck by a motor vehicle designed for public roads.

Custom Equipment Replacement - Replacement cost protection for after-market equipment added to your unit after the initial purchase.

Golf Cart/Moped/Scooter/Small Boat Coverage - Provides stated-amount comprehensive and collision coverage for a non-registered for-road-use golf cart, moped, scooter, or small boat.

Class Coverage - Instead of paying the higher comprehensive deductible, this coverage provides a \$100 deductible for windshield and glass claims.

Consignment Coverage - This endorsement covers your unit from storm damage, fire, collision, vandalism, or theft while being sold on consignment with an RV dealership.

Note: The definitions in this glossary are for general information purposes only. For details regarding your specific RV insurance policy, contact your insurance carrier or agent.