

Commercial Auto Insurance Buyer's Checklist

Underwriting decisions and pricing depend heavily on accurate details. Providing organized information upfront reduces delays, prevents misclassification, and leads to more accurate quotes.

- Confirm your business details, trade description, and years in operation.**
Insurers need to know exactly what your business does. New ventures (under 3 years) face different underwriting guidelines than established firms.

- Compile full vehicle information.**
Gather the VIN, Gross Vehicle Weight Rating (GVWR), usage radius, and details on any permanent upfits or modifications (ladder racks, service bodies, lift gates).

- List all drivers and their license details.**
You will need names, dates of birth, driver's license numbers, states of issuance, and a record of any moving violations or accidents in the last 3–5 years.

- Obtain formal loss runs for the past 3–5 years.**
If you have had prior commercial coverage, request your loss runs (claims history) from your current or previous carrier. A clean history can significantly lower your premium.

- Determine required liability limits and deductibles.**
Check your state's minimum requirements, as well as any higher limits mandated by private construction contracts or commercial leases (e.g., \$1,000,000 Combined Single Limit).

- Identify any necessary contractual endorsements.**
Review upcoming contracts to see if you need specific endorsements, such as Additional Insured, Waiver of Subrogation, or Hired & Non-Owned Auto (HNOA) coverage.

- Identify whether interstate travel or federal filings apply.**
If your vehicles cross state lines, exceed 10,000 lbs GVWR, or haul hazardous materials, you may be subject to federal FMCSA regulations and require an MCS-90 endorsement.

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