

Customized Insurance Solutions for High-Net Worth Individuals

The Facts

- Merrill Lynch estimates there are over 55,000 ultra high net worth individuals worldwide with assets of \$30,000,000 and more.
- Seven million people worldwide have liquid assets over \$1 million. Approximately 2.5 million of these individuals reside in North America. The number of individuals and their wealth grew by 18% in 1999.
- According to Acxiom Corp, approximately 114,145 of the 2.1 million Georgia households earn more than \$100,000 annually. This figure has ballooned by 52% since the start of the decade.

Exposures and Solutions

Property

- Knowledge and insurance acumen to review and customize program with most comprehensive program while balancing cost considerations.
- Expertise to insure multiple locations, including out of state and remote coastal locations.
- Understanding of the marketplace to provide detailed review of current versus proposed programs.

Liability

- Ability to provide up to \$50,000,000 in liability limits.
- Sophistication to assess potential exposures associated with community service, service on boards, etc. and design appropriate solutions.
- Access to unique coverages, such as Kidnap & Ransom, Car Jacking, Stalking, Director's and Officer's coverage, EPLI and Trustee insurance.

In-Home Staff

- Awareness of local/federal laws regarding in-home staff, as well as liability exposures in connection with employees providing management and care to properties.

Luxury Transportation

- Capability to protect our clients' high-value toys, such as mega-yachts, aircraft, motor homes, recreational vehicles, jet skis, motorcycles, etc.

Unique Exposures

- Proficiency in underwriting coverage for essentially any possession or circumstance, including special event cancellation insurance, horse mortality and high-profile individuals.



Lance K. Barkley
President

Lance K. Barkley is President of The Barkley Group, LLC. Mr. Barkley has primarily developed his expertise in the Personal Property & Casualty area where he specializes in designing comprehensive personal insurance programs for the emerging wealth clientele. He actively works with various corporate executives, renowned real estate agents, mortgage lenders, financial planners, business development officers and private bankers in the Atlanta Community, complementing the services they provide.