



Chubb 2021 Client Management School:

Case Study 2

Version 1.0

Case 2 – The Smith Family

Family Profile

Mr. and Mrs. Smith – Own a technology firm and are still active in the company. Mrs. Smith likes to travel internationally to add to their collection of Asian art. Mr. and Mrs. Smith are separated.

Detailed Information

Mr. and Mrs. Smith – Net Worth \$600M

Locations:

Primary Location – 195 Alley Hudson Street, #2091B, New York, NY

\$1,000,000 Additions and Alterations
\$ 750,000 Personal Property

Secondary Location – 90 Fun Beach Lane, Southampton, NY

\$17,000,000 Dwelling
\$ 1,000,000 Other Structures
\$ 4,000,000 Personal Property

Secondary Location – 27002 New Malibu Colony Drive, Malibu, CA

\$6,500,000 Dwelling
\$ 0 Other Structures
\$1,500,000 Personal Property

Secondary Location – Northeast Eaton Place, North London, England

\$10,000,000 Dwelling
\$ 800,000 Other Structures
\$ 2,000,000 Personal Property

Secondary Location – 41 Popped Popcorn Lane, Aspen, CO

\$15,600,000 Dwelling
\$16,800,000 Other Structures
\$ 8,000,000 Personal Property

Collections:

\$45,000,000 fine art

\$ 5,000,000 fine art in Tribeca Loft
\$10,000,000 fine art in the Hamptons
\$20,000,000 fine art in London
\$10,000,000 fine art in Aspen

CASE STUDY WORKSHEET

\$70,000,000 jewelry (\$60,000,000 in a bank vault in NYC)

\$8,000,000 – Mrs. Smith wears or has with her

\$2,000,000 – Mr. Smith has at home

\$10,000,000 wine

\$5,000,000 wine in Hamptons

\$5,000,000 wine in London

\$2,500,000 wine in Aspen

\$2,000,000 wine in Tribeca

\$35,000,000 of the collection is traveling in a show at any given time.

Cars:

Aspen:

Range Rover 2021

Land Rover 2020

Malibu:

Porsche 1958 356A Speedster

2020 Jaguar XK- R

2021 Tesla

Southampton:

2019 Land Rover Range Rover Sport

Drivers:

Mrs. Smith

Mr. Smith

Tom Smyth – Estate Manager

Employees:

Full-Time Estate Manager

Loss History:

Jewelry - \$1,000,000 Mysterious disappearance

Fine Art –\$450,000 hole in canvas