From Studios to Stars – our L.A. Office Covers it All

When The King’s Speech won the Oscar for Best Picture, DeWitt Stern’s Los Angeles office cheered. The Weinstein Company, which produced the film, is a long-time client, along with many of that night’s red-carpet celebrities.

“We’re a full-service agency for A-list indie film producers and studios, including major companies such as Summit Entertainment” (The Twilight series), says Scott Brady, head of DeWitt Stern California operations. They also handle a full spectrum of TV productions – TV commercials, D.I.C.E., and more.

“There are different policy forms and submission requirements for film and TV,” he says. “You need specialists for each. Regular brokers don’t have these skills. We do” – in fully staffed DeWitt Stern offices on both coasts. “Perhaps most important, we have experienced entertainment claim managers,” he says. Brady’s group is also experienced in covering special events such as the Tournament of Roses parade and the Rose Bowl. They work with musicians, tours and theatrical groups. The famed San Francisco Ballet is a client. They handle exotic contingency policies for celebrity non-appearance, prize indemnification, etc.

In addition, many actors, producers, musicians and sport celebrities are personal clients. Often these are high-net-worth individuals with several homes, ranches, art collections, planes and boats, and with complex needs, such as shell corporations or kidnap and ransom protection. Our experienced personal insurance brokers may work with them directly, or with their business managers. “Our ability to handle these clients discreetly is unparalleled,” says Scott.

This publication is provided solely for informational purposes and is not intended to provide legal advice or create a binding contract. This publication does not describe all available insurance options. Coverage is subject to the terms, conditions, limitations and exclusions of the specific insurance policy.
There's No Claim Like A Show Business Claim

Getting the claim paid is where brokers show their mettle – especially in the entertainment business. Tight finances are typical in the entertainment business and slow payment can mean a fast closing. Here's where our claim experience paid off.

Fran Rosi, our entertainment claims manager in Los Angeles, worked with the client to coordinate and respond to requests, facilitate advance payments and finally get all parties to agree to a settlement of both claims totaling close to $500,000.

A famous actress missed eight performances of a hit Broadway play because of a serious respiratory infection. The understudy went on, but the producers have lost $50,000 in returned tickets and lost sales – so far. Tickets can be returned up to six months after a show closes. We'll make sure our client is reimbursed for each one.

Our Entertainment Claims team is an integral part of the insurance process. Sandy Salinas, New York Claims Manager, says: “We hold the client’s hand from beginning to end to make sure the claim is paid as quickly as possible, and to the client’s satisfaction.”

What should you do if you have a claim?
- Call your broker as soon as practical.
- Your broker will alert the entertainment claims manager.
- Call your broker as soon as practical.

What does a General Manager do?
Quite simply, we put a show up on its feet. In that regard, we work for a producer to assemble all the crafts people and artists needed to put a show on the stage. We have the joy of working with talented artists in 15 different unions and guilds.

The services of a hit Broadway play because of a serious respiratory infection. The understudy went on, but the producers have lost $50,000 in returned tickets and lost sales – so far. Tickets can be returned up to six months after a show closes. We'll make sure our client is reimbursed for each one.

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