Junk Removal Insurance Buying Worksheet

moneygeek
FIND YOUR FINANCIAL HAPPY PLACE

HOW TO USE THIS WORKSHEET
Work through the same seven decisions as the online checklist. Write in the details you will use when you request quotes so each insurer sees the same version of your junk removal business.

1. Identify Required Coverage for Your Junk Removal Business

Separate the rules you have to follow from the coverage a client or job requires. Record the source so you can verify each requirement later.

QUICK BUSINESS FACTS

State(s) operating	**Employees / crew size**
Number of work vehicles	**Interstate hauling? Yes / No**
Commercial clients? Yes / No	**Regulated materials accepted? Yes / No**

REQUIREMENTS THAT MAY APPLY

- ☐ Your state requires workers' comp for your crew
- ☐ A client contract sets liability limits
- ☐ A job requires a COI before work starts
- ☐ A customer must be added as an additional insured
- ☐ Your trucks trigger commercial auto requirements
- ☐ Interstate hauling triggers federal rules
- ☐ Your operation needs a local business or waste permit
- ☐ You accept materials with special disposal rules

RECORD EACH REQUIREMENT FROM THE SOURCE

Source	What is required	Amount / wording	Who requires it	Due before

QUESTIONS TO VERIFY BEFORE YOU QUOTE

Copy any wording you are unsure about. Ask the insurer or agency to confirm the requirement in writing instead of relying on memory.

2. Map Business Risks to Coverage Types

Use the jobs you actually take to connect each realistic loss to the policy that would respond. Mark anything you still need an insurer to clarify.

RISK MAP

What could happen on a job?	Coverage to consider	Need it? Yes / No / Ask	What I still need to confirm
You damage a customer’s home while removing bulky items	General liability		
A work truck is involved in a crash while hauling	Commercial auto		
An employee is hurt lifting or handling debris	Workers’ compensation		
Tools or mobile equipment are stolen or damaged	Tools / inland marine		
A material leaks, spills or contaminates property	Pollution liability		
Fire or theft damages your yard, office or stored property	Commercial property		
Customer or payment data is exposed	Cyber insurance		

ADD RISKS UNIQUE TO YOUR OPERATION

Job or exposure	Coverage to ask about	Need it?	Question for insurer

RISKS THAT STILL DO NOT HAVE A CLEAR ANSWER

Write down any scenario where you still cannot tell which policy would pay. Bring the same questions to every insurer.

3. Set Appropriate Limits for Your Risks

Use your contracts and the size of a realistic worst-case loss to decide how much protection you need. Avoid buying higher limits automatically just because they are available.

EXPOSURE SNAPSHOT

Question	Your answer
Largest commercial contract or job value:	
Highest-value property where your crew regularly works:	
Approximate replacement value of mobile tools / equipment:	
Largest number of vehicles or crew members on one job:	

LIMITS AND DEDUCTIBLES TO COMPARE

Coverage	Client / legal minimum	Limit I want quoted	Deductible	Question or reason
General liability				
Commercial auto				
Tools / inland marine				
Workers’ compensation	State-mandated			
Pollution liability				
Commercial property				

WHEN WOULD I NEED HIGHER LIMITS?

Note the job, contract, property value or exposure that would justify paying for more coverage. This gives you a reason to increase limits instead of guessing.

4. Research Providers Before Requesting Quotes

Screen insurers for the way you actually work before spending time on quotes. Keep only providers that can cover your operation and meet your non-negotiables.

MY NON-NEGOTIABLES

Requirement	My answer
Must accept junk / debris removal operations:	
Must cover for-hire hauling if applicable:	
Policies I need from one provider:	
States or territories that must be covered:	
How I want to get COIs / policy changes:	

PROVIDER SCREENING

Screening question	Provider A	Provider B	Provider C
Will you cover the junk removal work I described?			
Will commercial auto cover my hauling setup?			
Can you cover the materials I accept or tell me what is excluded?			
Can you meet the limits and endorsements my clients require?			
Are any policies written by a partner carrier?			
How quickly can I get or update a COI?			
Who answers coverage questions before I buy?			

PROVIDERS THAT MOVE FORWARD

Keep only providers that can meet your non-negotiables. Note any conditions, exclusions or partner-carrier arrangements that you need to remember.

5. Compare Quotes Using the Same Limits

Hold the business details and requested limits constant so price differences mean something. If one quote looks unusually cheap, find out what changed.

INPUTS TO KEEP THE SAME ON EVERY QUOTE

- ☐ Same description of junk removal services
- ☐ Same employee / crew size
- ☐ Same general liability limits
- ☐ Same deductible
- ☐ Same vehicle count and use
- ☐ Same states where you operate
- ☐ Same tools / equipment limit
- ☐ Same requested endorsements

QUOTE COMPARISON

Comparison point	Quote A	Quote B	Quote C
Provider / underwriting insurer			
Monthly premium			
Annual premium			
General liability limit / deductible			
Commercial auto limit / deductible			
Tools / equipment limit / deductible			
Workers’ comp cost per employee			
Fees or payment-plan charges			
Major exclusions / restrictions			

WHY IS ONE QUOTE CHEAPER?

If a quote costs less, write down which limit, deductible, exclusion or missing coverage explains the difference before you call it the better deal.

6. Review Your Policy Before Buying

Read the exclusions and policy terms against the jobs you actually take. Use this page to catch a gap before you pay rather than after a claim.

POLICY CHECKS FOR JUNK REMOVAL WORK

Check	What the policy says	Question / action
Hazardous materials and pollution exclusions		
For-hire debris removal / hauling		
Tools and equipment while in transit or at jobsites		
Customer property while your crew is handling it		
Subcontractor requirements		
COI and additional-insured process		
Coverage territory / states where you work		
Cancellation, renewal or pause terms		

FINAL QUESTIONS BEFORE YOU BIND

- ☐ Does this policy cover the jobs I actually take?
- ☐ Do I understand the exclusions that matter most?
- ☐ Are the limits high enough for my contracts?
- ☐ Do I know who to contact if I need a change or claim?

QUESTIONS I STILL NEED ANSWERED

Write down anything that is still unclear and get the answer in writing before you purchase the policy.

7. Reassess Your Needs as Your Junk Removal Business Changes

Review coverage when the way you work changes - whether the business grows, shrinks, specializes or simply starts taking different kinds of jobs.

CHANGES THAT SHOULD TRIGGER A REVIEW

- ☐ Add or drop a work truck
- ☐ Hire employees or reduce crew size
- ☐ Use subcontractors more often
- ☐ Start or stop commercial cleanouts
- ☐ Take heavier debris jobs
- ☐ Begin handling regulated materials
- ☐ Open or close a yard / storage space
- ☐ Enter or leave a state / service area

WHAT CHANGED AND WHAT SHOULD I REVISIT?

Business change	Coverage / limit affected	What I need to do	Effective date

POLICY REVIEW RECORD

Record	Your answer
Selected provider:	
Policy start date:	
Next review date:	
Next trigger I am watching for:	

NOTES FOR MY NEXT REVIEW

Note a change you expect, a coverage question to revisit or anything your insurer asked you to update later.