

## ***Can U.S. Movers and Forwarders Sell Insurance?***

Some providers will tell you that U.S. movers and forwarders cannot sell insurance. This is only partially correct; a mover or forwarder cannot sell *car* insurance, *medical* insurance, or *homeowners* insurance without a broker's license. They can, however, sell transit insurance to their customers. Certain providers use this misconception to market an alternative to insurance; this alternative is may be referred to as "protection" or "extended protection".

The U.S. Constitution reserves to the Federal government, all control over interstate and foreign commerce. This is covered specifically under Title 49 of the United States Code. Section 375.11 addresses the issue of "*Selling of Insurance to Shippers*". (Please note: the following section specifically refers to *insurance* and/or *carrier liability*.)

" . . .Any common carrier of household goods as defined in Sec. 375.1(b)(1), or any employee, agent, or representative thereof, may sell, or offer to sell or procure for any shipper, any kind of insurance, under any type of policy, covering loss or damage in excess of the specified carrier liability to a shipment or shipments of household goods to be transported in interstate or foreign commerce by such carrier; provided, that the shipper is issued a policy or other appropriate evidence of the insurance purchased, and a copy thereof be furnished to the shipper at the time the insurance is sold or procured."



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