



INSURING YOUR DRONE

It's not for the IF, it's for the WHEN

WHY INSURE YOUR DRONE

- Things happen
 - Mechanical failures
 - Operator errors
 - Trees
 - Birds
- People happen
 - Interference by others
 - Liability issues

TYPES OF INSURANCE AVAILABLE

- Liability
- Hull
- PAP – Personal Articles Policy
- Point of Flight
- Manufacturer's insurance products

LIABILITY

- Covers you when things go wrong and you're responsible or people think you're responsible
 - Damage to other people's property
 - Injury to yourself or another person
 - You're being sued
- Sources of Liability Insurance
 - Home owner's insurance – maybe
 - General liability policy
 - Specific liability policy
 - Umbrella policy
 - POF
 - Organization affiliation coverage - AMA

LIABILITY

- May need specific endorsements/riders to policy
- Special and/or specific conditions may apply
- Generally, must be a legal flight – BVLOS typically not covered
- Easier for business purposes to obtain than for individuals
- Check with your insurance agent about home owner policy coverage

AMA MEMBERSHIP INSURANCE

- \$2,500,000 general liability
- \$25,000 Medical Coverage-AD&D Policy (\$10K death benefit)
- \$1,000 fire, theft, and Vandalism
- The dollars are in the details
 - Operate within AMA National Safety Code(s)
 - Non-family members only covered
 - Not for business
 - “excess” insurance – after your other policies pay
 - \$250 deductible for property damage

POINT OF FLIGHT LIABILITY

- Only purchase when you need it
- Rates vary based on flight length, location, experience, etc.
- Limited duration – 1 hour/length of flight
- Inexpensive one off insurance
- Purchased at time of flight – phone app
- Longer terms may be available and include additional coverage like hull insurance

HULL INSURANCE

- Covers only the aircraft
- Most have specific stipulations and prohibitions
- May be included as part of other coverages (POF & PAP)
- Manufacture warranty cover first then Hull coverage kicks in
- May have coverage delay – 31 days in force before coverages begin
- May be offered by manufacturer or a 3rd party source
- Deductibles normally apply

PERSONAL ARTICLES POLICY (PAP)

- Offered by you insurance company
- General coverage for items
- May be more extensive coverage than other types
 - Hull/POF/Manufacturer only covers aircraft
 - PAP can cover all parts – Remote may be \$700
- Covers fire, theft, ect.
- Inexpensive - \$75 for 0-\$2000 coverage from State Farm, \$218 for \$8000
- Deductibles may apply - \$100 for State Farm
- Proof of cost – Receipt for State Farm

POINT OF FLIGHT (POF)

- Several companies providing POF
- Short and long term coverage available
- Main focus is liability
- Many provide hull insurance
- Different costs structures and options
- One time use – very economical
- Long term – better to use their long term pricing
- Many companies use app on phone to allow on-site purchase

MANUFACTURER COVERAGE

- Checked with 8 manufacturers – only 2 responded with coverage options
 - Yuneec
 - Consumer drones – \$60-\$350
 - Commercial drones – \$400-\$2500
 - Extended warranty and Crash Forgiveness plans
 - Crash Forgiveness – 1 year, 2 crashes, if a crash requires complete replacement then contract is completed, no 2nd replacement
 - Extended warranty – 2 years
 - Plans cover transmitters and chargers, not batteries or propellers*
 - Plans are exclusive of each other
 - Offers discount on repairs and drone purchase if not used
 - 90 days to purchase

YUNEEC COVERAGE

YES! Crash Forgiveness
ONE YEAR PLAN

YES! Extended Warranty
TWO YEAR PLAN

	YES! Crash Forgiveness ONE YEAR PLAN	YES! Extended Warranty TWO YEAR PLAN
FREE SHIPPING	✓	✓
ONE YEAR WARRANTY	✓	—
TWO YEAR WARRANTY	—	✓
NON-WARRANTY REPAIRS	Up to 2 non-warranty repairs	—
UNUSED PLAN DISCOUNT	20% off	30% off

YUNEEC COVERAGE

YES! Crash Forgiveness ONE YEAR PLAN

- **Warranty** with unlimited manufacturer defect repairs
- **Up to 2 non-warranty repairs** covered by crash forgiveness
- Additional non-warranty repairs at **50% off labor**
- **Free shipping for covered repairs**

YES! Extended Warranty TWO YEAR PLAN

- **Warranty** with unlimited manufacturer defect repairs
- **Warranty extended** from one year to two years
- **Free shipping for covered repairs**

DJI CARE

- For older drone models
 - Phantom 3 Std/4K/Advanced - \$129/\$149/\$199
 - Phantom 4 - \$219
 - Inspire 1 v2.0/Pro/RAW \$399/\$549/\$819
- No deductible
- Coverage limited to cost of aircraft
- Multiple services until coverage limit reached
- Covers aircraft ONLY

DJI CARE REFRESH

- Covers current model drones
- Consumer Drones \$60-\$300
- 2 repair/replacements
- Includes water damage
- Warranty repairs don't count against plan
- 1 year
- Must buy within 48 hrs. after activation of drone
- Activation option for >48 hrs.
- Covers aircraft ONLY

DJI CARE REFRESH +

- Adds 12 months to DJI Care Refresh
- Adds 1 additional replacement
- Extends component warranty to 2 years
- Must have at least 1 Care Refresh replacement left
- Must purchase before Care Refresh expires
- Covers aircraft ONLY
- Warranty extension may cover remote

DJI CARE REFRESH & REFRESH + COST & DEDUCTIBLES

Model	Refresh Cost	Deductibles	Refresh + Cost	Deductible
Spark	59	49/69	39	39
Mavic Air	89	69/99	69	69
Mavic Pro	99	79/129	79	79
Mavic Pro Platinum	129	89/139	99	89
Mavic 2	139	119/139	119	119
Phantom 3SE	59	69/79	49	49
Phantom 4 Advanced	139	99/139	99	99
Phantom 4 Pro	149	99/149	119	119
Inspire 2	299	209/329	249	229

WARRANTIES

- Most manufacturers have complex warranty statements
- Almost all say if you use another manufacturers/after market parts the warranty is void
- If you break a law or other regulation warranty is void
- Crash, get it wet, land hard, use other software.... Warranty is void
- Read them carefully