



## NAIFA PROFESSIONAL LIABILITY PROGRAM A SIDE-BY-SIDE COMPARISON TOOL FOR NAIFA MEMBERS

Purchasing E&O insurance is an important part of your Life & Health agency risk management program. There are many options available in the market place and finding the right coverage at the right price can be a difficult task. Always start with an assessment of your own business needs and take the time to review the policy you will be issued. When comparing E&O coverage for your business, this tool can help.

Program Administrator	CalSurance®	Competitor Policy
Insurance Carrier	Aspen Insurance Group AM BEST A XV rated	
Issuing Company	Aspen American Insurance Company (Admitted in 46 states) or Aspen Specialty Insurance Company (Non-Admitted) <i>As of 2/7/11 3 states ( NY, FL, MN, NH) were pending DOI approval to be written by Aspen American Insurance Company</i>	
Activities covered includes Life, Health, Annuities, Long Term Care, Disability	Yes	
Credit Card and Debit to Checking Payment Options	Yes	
Installment Plans	Yes	
Dedicated toll free telephone	Yes	
Oversight by committee of peers/NAIFA volunteers with input into program benefits and services	Yes	
Retroactive Date	First Continuous with full prior acts available after 3 years continuous coverage	
Limit Options	Up to \$5 million available; sub-limited up to \$2 million for Mutual Fund or Financial Products Endorsement	
Subject to a Group Master Policy Limit?	No	
Deductibles	As low as \$1,000 each claim	
Expense Reimbursement	\$500 per day; up to \$5,000 each policy period	
Disciplinary Proceedings Coverage	Up to \$50,000 each policy period	
Spousal Coverage	Yes	
Pre-Claims Assistance	Up to \$10,000 each claim	
Subpoena Compliance	Up to \$15,000 each policy period	
Deductible Credit	50% reduction for settlement as a result of Mediation or stated conditions	
Privacy Breach Coverage	Up to \$25,000 each claim/ policy period	
Public Relations Coverage	Up to \$10,000 each claim/policy period	
Criminal Acts Endorsement	Yes, Incorporated in base form	
Extended Reporting Period	60 days automatic; options up to unlimited for additional premium	
Financial Planning	Coverage for Financial Planning and RIA activity is included for acts involving the sale of a covered product	
Insolvency Coverage	Yes, for products written by a carrier rated A- or better by A.M. Best at the time the product was sold	
Personal Injury Protection	Yes	
Broad Definition of Professional Services	Yes	

Provided for general comparison purposes only. See policy for complete coverage terms, conditions and exclusions. For more information about the NAIFA-Endorsed Professional Liability Program with **CalSurance**, visit [www.naifaeo.com](http://www.naifaeo.com) or call toll free 888-833-2304.