



**Insurance Agency
Errors & Omissions**

What you need to know

Balancing Risk / Managing Business



“Your understanding of the marketplace, coverage, terms, conditions, and exclusions gave me the comfort level to move forward with your firm investigating the marketplace to meet our agency needs.”

John Welty
Senior Vice President
hartz consulting group, llc.

We have developed an Insurance Agency E&O policy which addresses the complicated insurance risk of our industry. A primary goal we have for our clients is to understand these business risks and provide a solution which can not be found in the traditional E&O market.

Often times we find traditional E&O policies provide inadequate coverage for most of the Insurance Agencies we provide an analysis. Common gaps in coverage include; a limiting definition of professional services, ERISA exclusions, Pollution exclusions, one way tail coverage, MET’s & MEWA administration exclusions, as well as inadequate or no insolvency coverage. These gaps in coverage can ultimately lead to insurance companies declining coverage of claims.

The following is a comparison of our E&O coverage options versus most traditional carriers:

****Coverage availability subject to underwriting and policy terms and conditions****

Coverage Types	Our Products	Traditional Carriers
Insolvency Coverage, B+ or better	Yes	No
Insurance Industry Consulting Coverage	Yes	No
Program/Plan Administration/Development Coverage for MET’s, MEWA’s, and Multi-Employer Benefit Plans	Yes	No
Bi-Lateral Tail Extended Reporting Period	Yes	Maybe
Placement of Stop Loss/ Reinsurance	Yes	No
MGA/Wholesaler/TPA services coverage	Yes	No
Coverage for Pollution related claims	Yes	No
Personal Injury Coverage	Yes	Maybe
Prior Acts Coverage	Yes	Yes
Innocent Insured’s (dishonesty coverage)	Yes	No
Independent Contractors Coverage	Yes	Maybe
ERISA/HIPAA related claims coverage	Yes	No
Incident Reporting	Yes	Maybe

We welcome the opportunity to provide you with an analysis of your current E&O policy at no charge. Please feel free to call one of our licensed representatives.

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