



ROCKWOOD P&C AGENTS PROGRAM PRODUCT FACT SHEET

PRODUCT Errors and Omissions (E&O) insurance is a form of professional liability coverage designed to protect an insured against allegations of mistakes made while performing the duties associated with his/her business. The policy includes coverage for both defense costs (e.g., attorney fees, court costs, etc.) and settlements or judgments. Intentional wrongdoing is specifically excluded.

WHO IS ELIGIBLE? The Rockwood P&C Agents Program is designed for agents generating less than \$2 million in revenues annually. Applicants engaging in the following activities are not eligible:

- Self insurance, Risk Retention/Risk Purchasing Groups
- Consulting or risk management work
- Claims administrators
- Entities acting principally as wholesalers or MGAs
- TPAs or reinsurance brokers
- Actuarial Services, Tax Advice, or Real Estate
- PEOs

POLICY HIGHLIGHTS

- Wide array of liability limit options
- Full range of retention options, from \$2,500 to \$25,000
- Worldwide coverage (so long as suit is brought in the U.S., its territories and possessions, or Canada).
- Extended reporting provision available
- Multiple payment options.
- On-Line Risk Management Tools available exclusively for Rockwood policyholders.

COVERAGE ENDORSEMENTS The Rockwood P&C Agents E&O policy can be enhanced to include the following:

- **Life and Accident/Health** Expands coverage to include incidental placement/servicing of Life/A&H products. In order to qualify, total commissions generated from Life/A&H activities cannot exceed 30% of total annual revenues.
- **Identity Theft Coverage** is included on all policies.

HOW IS AN APPLICATION SUBMITTED? A unit of trained professionals has been established specifically to meet the E&O needs of Property & Casualty Insurance agents. Send all completed applications to:

Rockwood Programs, Inc.
Rockwood P&C Agents Program
4001 Miller Road, Wilmington, DE 19802-1999
Tel: 877-242-2487 • FAX: 302-762-4200
www.rockwoodinsurance.com

OFFICE HOURS 8:00 a.m. to 5:30 p.m. (M-F) Eastern Time

The Rockwood P&C Agents E&O Program is underwritten by carriers rated "A" or better by A.M. Best.

This fact sheet is for informational purposes only. Consult the policy for actual terms, conditions, and exclusions of coverage. Policy terms may vary based on individual state requirements. Issuance of coverage is subject to underwriting. Coverage for claims will be determined on their own merit.



INSURANCE BROKER'S PROFESSIONAL LIABILITY INSURANCE APPLICATION FORM

(This is an application for a claims made policy.)

INSTRUCTIONS: 1 Application must be complete and legible. Please attach additional sheets as needed.

2 If answer to any question is 0 or none, this must be indicated. Failure to do so will result in a rejected application.

3 For New Business/Start up agency—if business in operation LESS than 3 years, you must forward a resume of prior insurance and management experience with the application. You must project Questions 10, 13, and 14. (N/A, new business, TBD are not acceptable responses.)

1. Agency's Legal Entity Name
(proposed primary named insured) _____

2a. Street Address _____

City _____ County _____ State _____ Zip _____

Contact Name _____ Tel (____) _____ Fax (____) _____ E-mail _____

b. Does the agency have additional locations? Yes No *If "Yes", please list address of additional location(s):*

3. Ownership structure of Legal Entity listed in Question 1 above. a. Please list names of Owners and % owned _____

b. Names and addresses of parent and subsidiary operations, and % owned _____

c. Ownership in other entities and % owned _____

4. The applicant is: individual partner corporation other (describe) _____

Date agency established ____/____/____ No. of years owner insurance experience _____ Date owner first P&C License ____/____/____

If agency is less than three years, resumes of all owners must be provided otherwise processing will be delayed.

5. During the past five years:

a) has the name of the firm been changed? Yes No

b) has any other firm been purchased, merged or consolidated with the applicant?..... Yes No

c) has the applicant ever placed coverage or had involvement with self-insured/self-funded plans, captives, Risk Retention Groups (RRG), Risk Purchasing Groups (RPG), Multiple Employer Trusts (MET), Multiple Welfare Arrangements (MEWA) or stop loss products? Yes No

d) Has the applicant participated in a cluster arrangement?..... Yes No

e) Does the applicant participate in any agency networks such as Superior Access, SIAA (Strategic Independent Agents Alliance), Iroquois Group, AgentSecure, The Insurance Noodle, Smartchoice, etc? Yes No

If "Yes" to any part of question 5 above, please give details on a separate sheet(s).

6. What is the total number of partners, staff, and office brokers? (If sole proprietor please list yourself as an owner.)

a) owners, officers, directors, partners _____ b) all other employees _____ c) independent contractors* _____

*1099 contractors are excluded by the policy form, unless added by endorsement. A separate application must be completed for each 1099 contractor and is subject to underwriting review and approval.

Do you want to cover any 1099's under this policy? Yes No N/A

Are E&O Certificates of Insurance required from sub-producers? Yes No

7. Percentage of **Property & Casualty** business placed:

a) Direct with carriers..... _____ % b) Through brokers (including surplus lines) _____ % c) Through MGAs _____ %

d) Through retail agencies _____ % e) As broker (including surplus lines) _____ % f) As MGA _____ %

g) Through other insurance intermediaries (describe) _____ %

8. If applicant is involved in any of the following activities, please show percentage of total revenue received from each activity:

- | | | | | | |
|---|--|---------|---|--|---------|
| a) real estate | <input type="checkbox"/> Yes <input type="checkbox"/> No | _____ % | f) third party administrator | <input type="checkbox"/> Yes <input type="checkbox"/> No | _____ % |
| b) mutual funds..... | <input type="checkbox"/> Yes <input type="checkbox"/> No | _____ % | g) law practice..... | <input type="checkbox"/> Yes <input type="checkbox"/> No | _____ % |
| c) premium financing..... | <input type="checkbox"/> Yes <input type="checkbox"/> No | _____ % | h) underwriter for a pool of
companies | <input type="checkbox"/> Yes <input type="checkbox"/> No | _____ % |
| d) claims adjusting..... | <input type="checkbox"/> Yes <input type="checkbox"/> No | _____ % | i) insurance consulting/
advising | <input type="checkbox"/> Yes <input type="checkbox"/> No | _____ % |
| e) loss prevention
engineering | <input type="checkbox"/> Yes <input type="checkbox"/> No | _____ % | j) investment lines..... | <input type="checkbox"/> Yes <input type="checkbox"/> No | _____ % |

8k Is the applicant engaged in any activities other than those already listed in questions 7 and 8? Yes No
If "Yes", please list additional activities and indicate percent of total revenue from each on additional sheet.

NOTE: No coverage is granted for activities listed in the previous question 8 unless specifically agreed by endorsement to the policy.

9. Does the applicant place business with Lloyds underwriters? If "Yes", please give the approximate percentage of your total commission/brokerage derived therefrom:

- | | | |
|---|--|---------|
| a) directly through any firm of Lloyd's brokers in London? | <input type="checkbox"/> Yes <input type="checkbox"/> No | _____ % |
| b) indirectly through the intermediary of another North American agent or broker? | <input type="checkbox"/> Yes <input type="checkbox"/> No | _____ % |

10. What is the annual percentage breakdown by line of business of the applicant's annual premium income (total all lines)?

PERSONAL LINES _____

- | | |
|------------------------------|---------|
| a) auto standard | _____ % |
| b) auto non-standard..... | _____ % |
| c) property (dwelling) | _____ % |
| d) other (specify) | _____ % |

LIFE & HEALTH _____

- | | |
|----------------------------|---------|
| e) life | _____ % |
| f) accident & health | _____ % |
| g) fixed annuities..... | _____ % |
| h) other (specify) | _____ % |

COMMERCIAL LINES _____

- | | |
|---|---------|
| i) fire & e.c. (commercial lines)..... | _____ % |
| j) substandard fire..... | _____ % |
| k) excess liability/umbrella..... | _____ % |
| l) medical malpractice | _____ % |
| m) professional liability, d&o, e&o (specify type)
..... | _____ % |

COMMERCIAL LINES, Cont'd _____

- | | |
|---|---------|
| n) general liability/package policies | _____ % |
| o) workers compensation..... | _____ % |
| p) commercial auto | _____ % |
| q) epli | _____ % |
| r) long haul trucking | _____ % |
| s) crop insurance | _____ % |
| t) performance bond | _____ % |
| u) license and permit bond..... | _____ % |
| v) fidelity bond | _____ % |
| w) bid bond..... | _____ % |
| x) other bond (specify) | _____ % |
| y) marine (specify type) | _____ % |
| z) aviation (supplemental required) | _____ % |
| aa) other (specify) | _____ % |

TOTAL ALL LINES (a through aa above) **must add up to100 %**

11. What percentage of the applicant's business is (11a and 11b must total 100%):

- | | | | |
|--|---------|---|---------|
| a) received direct from insureds (retail)? | _____ % | b) accepted from other producers (wholesale)? | _____ % |
|--|---------|---|---------|

12. What percentage of the applicant's business is written on a non-admitted/surplus lines basis?

This question must be completed—if zero, list zero. (If over 15%, supplemental is required)

13. Please provide:

	LAST 12 MONTHS	ESTIMATED NEXT 12 MONTHS
a) Total P&C Gross Premiums Written Annually.....	\$ _____	\$ _____
b) Total Gross Annual P&C Commissions	\$ _____	\$ _____
c) Total Gross Annual Life/A&H Commissions	\$ _____	\$ _____
d) Income Derived from Other Insurance-Related Activities (<i>describe</i>): _____	\$ _____	\$ _____

Commissions shown in Question 13b above cannot exceed written premium shown in 13a above; all business written by the insured, both new and renewal, must be included on all applications.

e) Does the Applicant derive revenues from any activities not shown in items 13b-13d above? Yes No

If "Yes", please describe: _____

Over \$2,000,000 in net income? Contact Rockwood Programs for assistance.

14. List the top four P&C companies by premium income with which you place business and show the percentage of dollar volume placed with each (this question must be completed): (*If placing coverage through a MGA/Broker you MUST list the carrier. Do not list MGA's/Brokers.*)

INSURANCE COMPANY	ADMITTED?	PERCENT VOLUME PLACED	CURRENT A.M.BEST INSURANCE RATING <small>Available at www.ambest.com</small>
_____	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____ %	_____
_____	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____ %	_____
_____	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____ %	_____
_____	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____ %	_____

15. a) Does the applicant possess any binding authorities? Yes No *If "Yes", do you have binding authority without PRIOR carrier approval or only AFTER carrier approval?* Without prior approval Only after carrier approval

b) Does the applicant possess any underwriting authorities?..... Yes No *If "Yes", describe levels and percentage written.*

16. a) does applicant delegate binding authority to sub-producers?..... Yes No c) does applicant have authority to deny claims? Yes No
 b) does applicant adjust claims? Yes No d) does applicant negotiate/purchase reinsurance? Yes No

17. How is the applicant kept informed of changes in legislation that might affect your firm, clients or carriers (*answer required*)?

18. Office Procedures:

a) Does the agency utilize a computerized production and accounting system? Yes No

b) Is the agency quoting on-line with a carrier? Yes No

Name of carrier: _____ *Volume:* \$ _____

c) Does the agency have a website? Yes No

Name of home page and/or web-site: _____

If "yes" is it used for marketing or sales?..... Yes No

If "yes" are applications completed/submitted through the Internet?..... Yes No

Note: coverage for e-commerce exposures available via endorsement

d) Is incoming mail date stamped?..... Yes No

e) Are copies of binders mailed to the insured and/or company within specified guidelines? Yes No

- 18 f) Is there a procedure for documenting files and telephone conversations? Yes No
- g) Is a policy expiration list maintained?..... Yes No
- h) Are all applications, policies and endorsements checked for accuracy?..... Yes No
- i) Are files marked to ensure certificate holders are notified of cancellation or material changes? Yes No
- j) Is there a back-up procedure for computerized production? Yes No
- k. Does the agency have a diary/suspense system? Yes No
- l) Does the applicant have an office manual? Yes No
 Is a copy signed by all employees? Yes No
- m) Does the applicant have a specific orientation program for new employees?..... Yes No
- n) Have you attended an E&O seminar in the last 15 months? Yes No

19. Please give full particulars of all prior agent's E&O coverage you have had in the past five years:

INSURER	LIMITS	DEDUCTIBLE	POLICY PERIOD	PREMIUM
_____	\$ _____	\$ _____	_____	\$ _____
_____	\$ _____	\$ _____	_____	\$ _____
_____	\$ _____	\$ _____	_____	\$ _____
_____	\$ _____	\$ _____	_____	\$ _____
_____	\$ _____	\$ _____	_____	\$ _____

20. This application is requesting coverage for: P&C only P&C and Life/A&H

21. Has any application for insurance made on behalf of the firm or any of the present partners or, to the knowledge of the firm, on behalf of their predecessors in business, ever been declined or has any such insurance ever been cancelled or renewal refused?..... Yes No
22. Has the applicant or any partner or employee of any applicant proposed for insurance ever been subject to disciplinary action by any state licensing agency or other regulatory body? Yes No
23. Have any claims been made during the past five years against the firm, their predecessors in business or any of the present partners or, to the knowledge of the firm, against any past partners? Yes No
24. Is the firm aware, after enquiry, of any circumstances which may result in any claims being made against the firm, their predecessors in business or any of the present or past partners?..... Yes No
25. Has the agency ever paid an uninsured loss out of company funds?..... Yes No

If answered "Yes", to any question(s) 21 through 25 above, MUST give full particulars on separate sheet.

26. a) Limit required? \$ _____ b) Deductible? \$ _____ c) Retro Date? _____

I/WE HEREBY DECLARE THAT THE ATTACHED STATEMENTS AND PARTICULARS ARE IN ALL RESPECTS TRUE AND ARE MATERIAL TO THE ISSUANCE OF INSURANCE HEREIN AND THAT I/WE HAVE NOT OMITTED OR SUPPRESSED OR MIS-STATED ANY FACTS AND I/WE AGREE THAT THIS PROPOSAL FORM SHALL BE THE BASIS OF THE CONTRACT AND SHALL I/WE BE DEEMED A PART OF THE POLICY AS IF ANNEXED THERETO. SIGNATURE ON THIS FORM DOES NOT BIND THE FIRM OR THE UNDERWRITERS TO COMPLETE THE INSURANCE.

Applicant's signature must be an owner, officer or partner of the agency. Applicant must sign and date the application.

Name of Firm _____ By _____
Owner, partner or officer (must be signed)

Date _____ Title _____