

## YOUR MUST-HAVE GUIDE FOR BOTH PROFESSIONAL LIABILITY AND ERRORS & OMISSIONS.



### ESSENTIAL COVERAGES FOR PROFESSIONAL SERVICES

Cash flow, payroll and customer service. These are the things that can keep a small business owner up at night. Being sued may not be one of them. But mistakes happen. And the truth is, a business can be sued by a client even if they believe they did nothing wrong. Lawsuits can be expensive – even if your customer wins.

That's why Professional Liability (PL) or Errors and Omissions (E&O) coverage is a must for any business that gives advice or provides professional services for a fee. The Hartford offers PL or E&O coverage to 30+ professional services classes. Here's a quick overview of the key program features and the classes we'll write.

#### PL AND E&O CLAIMS-MADE COVERAGE

##### ELIGIBLE CLASSES

- Accounting & Auditing Services Firms
- Advertising Agencies
- Answering Service Companies
- Consultants: Business or Management
- Consultants: Wedding
- Copying & Duplicating Services<sup>1</sup>
- Court Reporters
- Educators
- Embroidery Operations
- Interior Decorators
- Interpreters or Translators
- Market Research Firms
- Notary Publics
- Public Speakers
- Stenographic & Secretarial Service Companies
- Tax Preparers & Bookkeepers
- Technology Firms
- Telemarketing Firms
- Travel Agencies

##### KEY FEATURES

With claims-made coverages:

- Losses associated with these classes tend to be related to financial loss.
- The coverage often excludes bodily injury and property damage.
- For coverage to apply, claims must be made during the policy period or extended reporting period, if applicable.

#### PL AND E&O OCCURRENCE-BASED COVERAGE

##### ELIGIBLE CLASSES

- Barber & Beauty Schools
- Barber & Beauty Shops
- Cemeteries and Crematoriums
- Dental laboratories
- Florists
- Funeral Directors
- Hearing Aid Establishments
- Optical Goods
- Pastoral Counselors
- Pet Groomers
- Printers
- Veterinarians

##### KEY FEATURES

With occurrence-based coverages:

- Claims tend to be related to bodily injury or property damage; these are covered losses for these classes.
- Claims can be made at any time, even after the policy expiration date, as long as the occurrence triggering the loss happened during the policy period.



## Unmatched ease

**1** simple policy

**1** convenient bill

**Easy** quoting in ICON

**Simple** endorsement adds PL and E&O to our Spectrum® Business Owner's Policy

**Broad** limits and deductible options<sup>6</sup>

## A HIGHER STANDARD OF FEATURES FOR CLAIMS MADE COVERAGES

- **Class-specific endorsements** that reflect the professional services provided by a wide range of professional services companies
- **A broad range** of coverage limit and deductible options<sup>2</sup>
  - » Coverage limit: \$10,000 - \$2,000,000
  - » Deductible: \$0 - \$25,000
- **Coverage options** that help maximize protection
  - » **Extended Reporting Period (ERP)**<sup>3</sup>  
Available on request, this endorsement extends the period of time, after coverage ends, during which a claim can be reported and still considered eligible for coverage. Generally, PL policies require that a claim is made and reported during the policy term. With an ERP, an eligible claim made and reported to us after policy termination, but within the extended reporting period, will be covered as if it was reported during the policy period. This provides your customers with extended protection, helping to avoid a coverage gap.
  - » **Defense in Addition to Limits**<sup>4</sup>  
Means defense costs do not reduce the PL coverage limits. Defense costs can add up quickly, so having a separate limit for attorney's fees leaves more money for a settlement or judgment. This is important because it preserves coverage limits for damage awards, rather than using them up on defense costs for the claim.
- **Full Prior Acts**<sup>5</sup>  
Most business owners purchase insurance to help protect them from the unknown. Many think of the unknown as future events. However, full prior acts coverage protects against unknown errors or omissions that took place prior to the policy's effective date, regardless of how far in the past. This feature is automatically included for most classes and can offer customers a greater sense of security.

## SIMPLIFIED UNDERWRITING

No or low underwriting review or "touch" for most PL and E&O classes.

### Low Touch

- Business & Management Consultants
- Condominium Associations
- Educators
- Tax Preparers & Bookkeepers

### Medium Touch

- Accounting & Auditing Services
- Technology Firms

### No Touch

- All Others

Lawsuits can happen to any business. You can help your customers prevail with The Hartford's Professional Liability or E&O coverage. **GET A QUOTE TODAY!**



Property  
Liability  
Workers' Comp  
Business Auto

<sup>1</sup> For copying and duplicating classes, for policies written prior to 6/6/15, these policies will keep Printers Errors and Omissions, but may elect the new Professional Liability endorsement. For policies written on or after 6/6/15, copying and duplicating classes will only be eligible for the Professional Liability endorsement.

<sup>2</sup> Available options vary by type of business and by state.

<sup>3</sup> Availability and options vary by state; coverage must be requested and approved. The claim must arise out of the wrongful act or personal injury that occurred after the retroactive date and prior to the end of the policy period.

<sup>4</sup> Some states require that certain limits of defense costs be offered in addition to damage limits. As such, defense in addition to limits will be included automatically with Professional Liability coverage in those states.

<sup>5</sup> Prior Acts coverage for Accountants, Tax Preparers and Business Consultants must be requested and approved. Various options for Prior Acts coverage for these classes are available.

<sup>6</sup> Available options vary by type of business and by state.

The Hartford® is Hartford Fire Insurance Company and its affiliated property and casualty insurance companies, 690 Asylum Avenue, Hartford, CT 06155.

Certain coverages vary by state and may not be available to all businesses. All Hartford coverages and services described on this page may be offered by one or more of the property and casualty insurance company subsidiaries of The Hartford Financial Services Group, Inc. In TX, this insurance is written by Sentinel Insurance Company, Ltd., Hartford Casualty Insurance Company, Hartford Lloyd's Insurance Company, Property and Casualty Insurance Company of Hartford, Hartford Underwriters Insurance Company, Twin City Fire Insurance Company, Hartford Accident and Indemnity Company and Hartford Fire Insurance Company. In CA by Sentinel Insurance Company, Ltd. (CA license # 8701) and its property and casualty insurance company affiliates.