



Big "I"  
**PROFESSIONAL  
LIABILITY**

# E&O Loss Prevention Tip:

**ALWAYS** advise your insured in writing when faced with no market for a particular risk.



## COACH SAYS:

You may be held liable for precluding the proposed insured from taking appropriate steps to obtain coverage elsewhere. If you can't place your client's business, make sure you tell the client in writing.

## DON'T LET THIS HAPPEN TO YOU

A client transferred his personal auto and umbrella policies from one agency to another. With no market for the umbrella policy, the agent tried to broker the coverage but failed to notify the client. Coverage under the prior umbrella terminated the day before a car accident with injuries. Due to the failure to advise the client, the claim was settled against the agent's E&O policy and the agent was forced to pay the deductible.\*

Route this to your team roster!

|                          |       |
|--------------------------|-------|
| <input type="checkbox"/> | _____ |
| <input type="checkbox"/> | _____ |
| <input type="checkbox"/> | _____ |

For more information about the Big "I" Professional Liability program, your trusted source for insurance agents and brokers E&O coverage, contact your state association or visit [www.independentagent.com/EO](http://www.independentagent.com/EO)

\*This claims scenario is fictional. Westport employees created it based on experience and knowledge of case law using relatively common facts, allegations, defenses and amounts. Do not rely upon such scenarios to predict an outcome, or to make claim and litigation decisions.

## Swiss Re



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