



Agent and Agency Errors & Omissions

NAPA Direct

Is an Individual Agent or an Agency policy right for you?

Agents and their agencies are all valuable partners in the growing insurance business and each need comprehensive Errors & Omissions (E&O) coverage. Luckily, the National Association of Professional Agents (NAPA) has partnered with two "A" rated carriers and, for administration, Gallagher Affinity, to offer a high-quality Agent and Agency Errors & Omissions program. The NAPA Direct Agent and Agency Errors & Omissions program makes it simple for you to secure insurance coverage by offering both an individual agent policy and an agency policy. Both options provide very competitive rates and program coverages tailored for retail producers.

Individual Agent Policy

- **Newly Licensed L&H Agents:** Offers a base rate of \$369 for limits of \$1,000,000/\$1,000,000
- **Standard L&H Agents:** Offers a base rate of \$459 for limits of \$1,000,000/\$3,000,000
- **NEW! L&H Agents Selling Medicare Products Only:** Offers a base rate of \$374 for limits of \$1,000,000/\$1,000,000
- **Newly Licensed L&H Agents Selling P&C:** Offers a base rate of \$670 for limits of \$1,000,000/\$1,000,000
- **Standard L&H Agents Selling P&C:** Offers a base rate of \$765 for limits of \$1,000,000/\$1,000,000
- **Standard P&C Agents:** Offers a base rate of \$680 for limits of \$1,000,000/\$1,000,000
- Provides coverage to the agent as an insured at a single bundled rate based on the limits the agent selects
- Expands coverage to an agency entity only for the acts of an insured agent
- Provides coverage for administrative, clerical, and support personnel while they are acting on behalf of an insured agent – Non-producing
- Your owned or controlled business entity is covered so long as the alleged wrongful act arises out of your Professional Services. If you have more than one agent doing business on behalf of an agency, you may want to consider purchasing Agency E&O.
- L&H Agents: Underwritten by CNA Insurance Company (an admitted carrier rated A by A.M. Best)
- L&H Agents Selling P&C and P&C Agents: Underwritten by National Casualty Company (an admitted carrier rated A+ XV by A.M. Best)

Agency Policy

- **P&C Agencies:** Offers a base rate of \$980 for limits of \$1,000,000/\$1,000,000
 - Additional coverage options to include commercial lines, life, health, annuities and mutual fund sales
- **L&H Agencies:** Offers a base rate of \$1,530 for limits of \$1,000,000/\$1,000,000
 - Additional coverage options available to include sale of P&C
- Exclusively for retail agencies as the named insured
- Policy is designed to afford coverage to the agency, owner(s), employees, and independent contracted agents while acting on behalf of the agency only
- Additional coverage limits & income tier pricing are available
- Underwritten by National Casualty Company, an admitted carrier (an admitted carrier rated A+ XV by A.M. Best)



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Additional Highlights. All NAPA Direct Agents and Agency policies include the following:

- Annual renewable claims-made policy
- Outstanding coverage at affordable rates
- Rates are based on gross annual commission tiers and the limits selected
- Prior acts coverage back to the first date of continuous errors & omissions coverage
- Flexible payment options: pay in full or choose monthly payments via credit card or electronic funds transfer (EFT)
- Entity coverage available for IMOs, Wholesalers, and High Volume Retail agencies

So, which option is right for you? That depends on your net revenues and your number of agent producers. Fortunately, whichever option you choose, you'll have the peace of mind that comes with knowing you are insured by either "A" rated carrier. Plus you will have direct access to a full line of insurance benefits, including life, health, dental, and vision. In the event of a cyber attack, get protected with NAPA's Data Breach & Cyber Liability Insurance program*. You can also enjoy discounts on products and services, including Abenity, ExamFX, agent websites, identity protection, and more!

The NAPA Direct Agent and Agency Errors & Omissions program is insurance, expanded. For more information on this program and how you can join with thousands of other agents nationwide, visit www.napa-benefits.org/eo or call 800.593.7657.

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