

Agent or Agency Policy?



Agents and their agencies are all valuable partners in the ever-growing insurance business and both need comprehensive Errors & Omissions (E&O) coverage. The NAPA 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. So, which policy is right for you?

Individual Agent E&O Policy



- ◆ Provides coverage to the agent as an insured at a single bundled rate based on the limits the agent selects.
- ◆ If you operate under a business name and are the **sole producer**, you can still purchase an Individual Agent Policy under your name, as coverage is extended to this business automatically. This policy will cover **ONLY** the acts of the insured agent (the sole producer). Additionally, coverage is afforded to all administrative, clerical and support personnel at the business while acting on behalf of the insured agent (so long these acts are **non-producing**). Should a carrier or entity require your business name listed on your current, valid Certificate of Insurance, please contact NAPA Customer Service to learn how to get your business name added.
- ◆ The insured agent's owned or controlled business entity is covered so long the alleged wrongful act arises from the insured agent's professional services. If you have more than one agent doing business on behalf of your agency, you need to consider an agency policy for proper coverage.
- ◆ All NAPA Agent Policies are underwritten by Continental Casualty Company (CNA) (A.M. Best-rated "A" admitted carrier)

NEW: Insurance for IMO, FMOs & NMOs

- ◆ Provides coverage to life & health IMO agencies covering the sale and servicing of life & health products. **Also includes coverage for exclusive downline agents.**

Included in both Individual Agent and Retail Agency policies:

- ◆ **NAPA Benefits:** Access to free CE vouchers plus exclusive savings and discounts for health & wellness, travel, entertainment, business solutions and more
- ◆ **Comprehensive Coverage Options**
- ◆ **Prior Acts Coverage Included**
- ◆ **Multiple Coverage Limit Options Available**
- ◆ **Affordable Monthly Payments**
- ◆ **Fast, Easy & Secure Application**
- ◆ **Annual Renewable Claims-Made Policy**

Retail Agency E&O Policy



- ◆ Provides coverage to a retail agency as the named insured.
- ◆ Coverage is afforded to the agency, owner(s) and employees, including those in multiple offices/addresses **ONLY** if these locations are operating under the same named insured agency name and tax identification number. Additionally, coverage is extended to independently contracted agents **ONLY** while acting on behalf of the agency.
- ◆ To determine if your agency is a "retail agency," consider these points:
 - ◆ Retail agencies have all commissions paid to the agency, then distribute to the agents
 - ◆ Producers (W-2 or 1099) are contracted directly with the agency, but may still have independent appointments with carriers
- ◆ Your agency is **not** considered a "retail agency" and will not be properly insured by the standard NAPA program if any of the following occurs in the agency's practices:
 - ◆ Producers (W-2 or 1099) are paid commissions by the carrier, rather than through the agency
 - ◆ Carriers provide an override to the agency for the sales completed by producers
 - ◆ Producers must contract with the IMO/General Agency to obtain the appointment with the carrier to then access and sell the carrier products
 - ◆ Once contracted with the IMO/General Agency, producers are appointed directly with the carrier under their individual name
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Have additional questions? Give us a call or chat with a licensed representative:

800-593-7657 | [NAPA-Benefits.org](https://www.napa-benefits.org)