



Securing Commercial Insurance Protection in Today's Changing Environment

The Broker You Select Matters

Segal

Experience + Guidance + Clarity + Service = Confidence

You need broad insurance coverage to protect your organization against potential losses related to a wide range of risks that are seemingly everywhere, including:

- Cybersecurity breaches resulting from criminal activity and/or human error
- Accidents at the workplace, on the road or even at home as more and more people work remotely
- Property damage caused by theft or weather
- Fines, penalties and litigation
- Allegations of mismanagement or even wrongdoing

You want comprehensive coverage that's affordable and tailored to fit your organization's needs, size and potential exposures. When choosing a broker to help you obtain that custom coverage, look for experience, guidance, clarity and service. Select Segal.





Experience

You'll benefit from working with an experienced team. Segal is licensed in all 50 states, and many of our brokers have worked in the industry for decades. As the largest retail broker dedicated to serving employee benefit plans, we offer extensive knowledge and understanding of clients' risk exposures. We also have a long history of obtaining insurance policies for our clients that offer broad coverage and competitive premiums. We're often able to negotiate increased coverage with more cost-effective premiums.

Guidance

You're interested in what insurance similar organizations have purchased. We have a proprietary database of more than 1,250 employee benefit plans and organizations that we use to benchmark your coverage. The comparisons give you invaluable perspective when evaluating the competitiveness of a quoted premium and deciding what limit of liability to purchase. We also provide guidance on how often to put each type of insurance out to bid.

Clarity

You need to be kept well-informed about coverage options, including developments in the insurance industry. We ensure that our clients have that important information by providing education through webinars and publications as well as one-to-one conversations with your broker. We're adept at clearly explaining the technical aspects of complex coverage issues.

Service

You expect to work with a full-service brokerage firm that offers all of the insurance listed in the chart on the next two pages. Not only do we meet that expectation, we take the time to explain and review our services with you. We're ready to:

- Work closely with you to set an overall coverage strategy
- Review and analyze your existing policies to find coverage gaps and opportunities for savings
- Propose coverage specifications
- Match insurance carriers to your needs
- Review and present submissions
- Prepare questions for insurers, requests for proposals and quote letters
- Negotiate the scope of coverage as well as specific coverage endorsements
- Market annual renewals, including assembling renewal information
- Assist with timely claims reporting

You'll be able to exchange documents with us through our secure client portal.

Your Organization May Need a Range of Financial Lines Insurance

Type of Insurance	Protection	Scope of Coverage
Fiduciary liability coverage	Allegations of breach of fiduciary duty and administrative errors	Defense costs, IRS and DOL penalties, DOL audits/investigation and certain benefit overpayments
Cyber liability coverage	Data incidents, breach events, ransomware or malware attacks and social engineering fraud at your organization or at one of your vendors	First-party services and cost coverage as well as third-party liability protection
Employment practices liability	Allegations of harassment or discrimination in employment made by an employee or a third party (non-employee)	Protection for employment lawsuits; often carriers provide risk-management services, free resources and tools to mitigate risk and defense costs
Fidelity bond (mandated by ERISA or LMRDA)	Losses related to employee to fraud, dishonesty, and/or third-party crime	Includes losses related to social engineering fraud and investigative claim expense coverage
Crime coverage	Losses related to theft and forgery, such as fraudulent electronic funds transfer coverage, manipulation of computer systems, including by employees and third-party losses, such as social engineering fraud	Protection from financial losses includes non-employee dishonesty coverages
Educators' liability coverage	Allegations of improper or insufficient training or hiring practices including libel, slander, plagiarism and trademark/copyright violations	Defense costs in lawsuits related to educational employment and personal injury-related claims, including attorney fees
Directors' and officers' or union liability coverage	Allegations of malpractice (wrongful errors and omissions, fair representation or personal injury) against a board of directors or union officers, respectively	Protects the personal assets of corporate directors and officers, and their spouses; traditional policies may contain exclusions that have express carve-backs for coverage
Employed lawyers coverage	Allegations of legal malpractice by in-house attorneys and legal assistants, including when "moonlighting" and providing pro bono legal services	Coverage can include subpoena defense, defense costs and broad definitions of claim
Medical professional coverage	Allegations of wrongful medical professional practices and services including exposures to HIPAA proceedings	Defense cost in malpractice suits related to a patient's injury or death
Errors and omissions (E&O) or managed care E&O coverage	Protection for acts of your professional services specifically tailored to meet the client services provided	A customized definition of "professional services," including duty to defend coverage
Media insurance	Coverage for traditional electronic and print media as well as coverage crafted for social media, including defamation and copyright infringement	Defamation and infringement of copyright exposures, including defense costs
Student accident	Injury of students, volunteers or other participants in formal instruction or training programs	Some level of primary medical coverage, disability and death benefits for students injured during training and other sanctioned work activities on and off the premises

Your Organization May Also Need a Range of Commercial Lines Insurance

Type of Insurance	Protection	Scope of Coverage
Travel accident coverage	Accidental death and dismemberment during business travel or available to students learning on the job	Coverages and services to help employees in emergencies while traveling and students while learning
Workplace violence/ active shooter coverage	Indemnify for specific expenses, business interruption and third-party legal liability for a covered event	Pre- and post-incident services, including victim expenses incurred, including death benefits, rehabilitation, counseling, public relations and security consultants
Business property coverage	Structural damage to owned, leased or rented property from fire, vandalism or theft	Various coverages, including the cost to repair structural damage to a building
Business personal property coverage	Office equipment resulting from a covered loss on or off premises	Replacement of office equipment resulting from a loss
Business income/ extra expense coverage	Forced closure due to direct physical loss or damage to premises resulting from a covered cause of loss	Lost income, extra expenses due to loss
Business liability coverage	Business found legally responsible for causing injuries or damages to third parties	Third-party liability protection and defense costs
Business auto coverage	Owned or leased vehicles used for business purposes	Auto accident, bodily injury, vehicle theft or fire, collision damage expenses
Non-owned auto coverage	Employees using their personal vehicles for business purposes	Extended liability and physical damage expenses
Hired auto coverage	Autos leased, hired or borrowed by employees in the short term for business purposes	Extended liability and physical damage expenses
Umbrella liability coverage	Liability coverage in excess of primary liability policies including customized coverage	Extends liability coverage above limits on other policies
Flood and earthquake coverage	Property damage from a flood resulting from hurricanes, tropical storms and heavy rains as well as natural disasters such as earthquakes	Addresses repair or replacement of property and contents, if possible, or, if total loss, financial compensation
Equipment breakdown coverage	Equipment failure due to a breakdown	Typically, repair or replacement of damaged equipment
Employee tools and equipment coverage	Tools and equipment used for training or business	Typically, replacement of damage or stolen equipment
Event cancellation	Unforeseen losses related to hosting cancelled or postponed covered events to protect your investment	Expenses associated with cancelled events

Ask us to review your coverage

Interested in having your insurance portfolio reviewed? Request a complimentary policy review.

We'll assess your current insurance coverage, review risk exposures and advise on coverage options available. Our review will let you know how your coverage limits and premiums compare with the market and identify areas where you may be over- or under-insured.

The policy review is an excellent way to help make sure you obtain the insurance protection that best meets your organization's needs. Typically, we identify opportunities for coverage enhancements and cost savings.

To learn more, visit our website, segalco.com, and [get in touch with us](#). Alternatively, contact Diane McNally, Senior Vice President and Principal, at drmcnally@segalco.com or Susan Ginexi, Vice President and Property & Casualty Manager, at sginexi@segalco.com.