

## EMPOWER

Below is an update on our exclusive Empower program. If you have any questions or would like to discuss a specific opportunity for placement, please contact your local Socius Producer or Shannon Mahoney, our Business Development Manager, at 415-778-0310, x338.

### EMPOWER'S COMBO FORM

In our last issue we introduced you to our exclusive Empower EPLI product written thru Lloyds of London. Did you know Socius has also developed an exclusive combination policy offering EPLI, D&O and E&O under one form?

OUR COVERAGE APPLIES TO A WIDE RANGE OF WORKPLACE EXPOSURES AND IS DESIGNED TO ADDRESS THE LATEST TRENDS IN THE INDUSTRY. EMPOWER COMBINES VARIOUS EXPOSURES INTO ONE POLICY, RESULTING IN A PRODUCT THAT PROVIDES THE FOLLOWING LINES OF COVERAGE:

- >> Employment Practices Liability, including Third-Party Discrimination coverage
- >> Directors and Officers Liability
- >> Professional Liability
- >> Fiduciary Liability
- >> Crime coverage

AN INSURED CAN PICK AND CHOOSE WHICH LINES OF COVERAGE SUIT ITS NEEDS AND BUDGET.

For each line of coverage, a separate retention and limit of liability can be purchased, as well as an option to purchase an aggregate limit for all coverages combined. Empower's policy also contains spousal and domestic partner coverage, and coverage is available for each line of coverage for punitive, exemplary and multiple damages.

### Contractor's EPLI Program

Socius Insurance Services has recently enhanced its exclusive Empower EPLI program to target the construction industry. Wage & Hour and Immigration are topical subjects and should be concern for your medium to large size contractors. Socius recognized this and, in response, developed enhancement endorsements which offer defense costs for Wage & Hour and Immigration allegations on a sublimit basis.

■ **EXAMPLES OF ACTIONS WHICH CAN BRING ABOUT WAGE & HOUR ALLEGATIONS ARE:**

- Misclassifying Independent Contractors
- Overtime documented incorrectly
- Lack of regulation of break/rest periods

■ **EXAMPLES OF ACTIONS WHICH CAN BRING ABOUT IMMIGRATION ALLEGATIONS ARE:**

- Mishandling new requirements for I-9 verification
- Dept. of Homeland Security stepping up jobsite raids at random
- Improper handling of No Match Letters sent out by Social Security

■ **A FEW OF THE PROGRAM FEATURES ARE:**

- Premium ballpark indications based on employee count
- Available in all states
- Comprehensive articles, claims examples, power point presentations all industry focused available as additional sales tools
- Co-branding to help you market this opportunity

# SOCIUS PRODUCTS + PROGRAM SPOTLIGHTS

The following are just a few examples of programs and coverages Socius can access. At Socius, you can find Management Liability and Property & Casualty experts under one roof that can assist you with all of your placement needs. We have a dedicated team of specialists continually educating themselves on market trends and coverages to ensure that our brokers are truly experts in their fields.

## ▶ **Epac EZ, Management Liability for your Small Business Owners**

At Socius we are always on the lookout for exciting new products our carriers have developed so we can be on the forefront offering them to our partner retailers. We were pleased to learn about this new product CNA has developed specifically designed to write the Professional Lines for your Small Business Owners. Historically, lengthy application processes and high minimum premiums have deterred small business owners from purchasing this important coverage. CNA has found a solution with Epac EZ.

Epac EZ is a competitively priced stand alone EPL policy or combination EPL, D&O and Fiduciary policy, tailored to the needs of small businesses with up to 50 employees and \$10 million in assets or less.

### 5 REASONS TO PURCHASE EPACK EZ

- 1 :: Easy Application Process
- 2 :: Quick Turnaround Time
- 3 :: Competitive Pricing & Retentions
- 4 :: Broad Coverage for Small Business Exposures
- 5 :: Risk Management Program Available to Epac EZ Policyholders

## ▶ **Earthquake Coverage**

Recent statistics show that California, in particular, is overdue for a major earthquake. There is a 99 percent chance that one or more major faults will rupture and trigger a magnitude quake of at least 6.7 within the next 30 years. With all the recent activity in Nevada and Illinois, it's clear we cannot pinpoint who faces the greatest risk; we can only try and help our clients to be as financially prepared as possible. More statistical information that may be useful when presenting to your client can be found at [www.scec.org/](http://www.scec.org/).

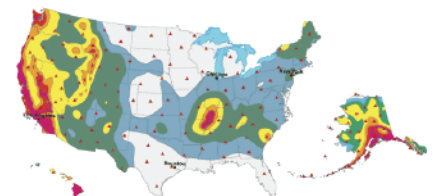
At Socius, our P&C Producers have access to a wide variety of markets for your commercial property owners looking to purchase EQ. We can offer quotes for all of your clients - from your smallest risk with minimal premiums to the larger more complicated risks where our markets have capacity for large, layered programs.

IMAGE SOURCE:

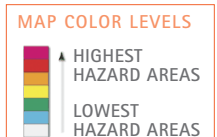
U.S. Geological Survey, 2006, Quaternary fault and fold database for the United States, accessed DATE, from USGS web site: <http://earthquakes.usgs.gov/regional/qfaults/>

**THERE IS A 99 PERCENT CHANCE THAT ONE OR MORE MAJOR FAULTS WILL RUPTURE AND TRIGGER A MAGNITUDE QUAKE OF AT LEAST 6.7 WITHIN THE NEXT 30 YEARS.**

2008 UNITED STATES EARTHQUAKE HAZARD MAP



2008 map displays earthquake ground motions for various probability levels across the United States.



## ▶ Darwin's i-bind E&O Product



Socius Insurance Services is proud to be one of only four wholesalers in the State of California with access to Darwin's exclusive (i-bind) E&O product.

Typical named-peril policies lend themselves to limitations on how and when policies will respond. Darwin's all risk approach removes those traditional limitations by providing coverage for all "usual and customary" services performed within an insured's profession. Also, a professional whose practice spans two or more classes need only apply for a single policy (with a single premium) which will apply to all his or her professional designations

### WE BELIEVE THIS IS A GREAT PRODUCT AND HERE ARE A FEW REASONS WHY:

- >> Rapid response with minimal underwriting information required to obtain a bindable quote
- >> Contingent BI/PD resulting from professional services automatically included in form
- >> Coverage for independent contractors included
- >> Retentions available starting at \$0 (for many classes)
- >> True worldwide coverage
- >> Coverage for subsidiaries and joint ventures
- >> \$25K EPL sub-limit included in the form with the ability to buy up to full policy limit (not currently available for CA risks). This is nice for the newer smaller prospects to give them some coverage.
- >> Primary Limits available up to \$10M
- >> Available in 50 states on a surplus lines basis

## ▶ Painter's Program

Currently insuring over 200 painting contractors, Socius put together the "Painter's Edge" program written thru Liberty. Socius and Liberty have shared a strong and valued relationship for a number of years now which allowed our P&C Practice Leader, Darren Chilimidos, to put this program together so quickly.

### SOME OF THE HIGHLIGHTS INCLUDE...

- :: Coverage for Commercial, Residential and Industrial Painters
- :: HOA & Apartment or Remodel Paint Work
- :: Primary Wording with Completed Operations Blanket Addtl. Insured & Waiver of Subrogation
- :: Carrier rated by AM Best "A XV"
- :: Streamlined underwriting and policy issuance
- :: Minimum premiums \$1,000
- :: Painters with subcontractor exposures acceptable
- :: Per Project Aggregate Provided



## ▶ Group Personal Insurance

As a commercial insurance broker reading this, you may be asking yourself why is this wholesaler trying to sell what appears to be a personal lines product? In today's difficult marketplace, it is imperative to continue the "differentiation process" between yourself and the competition. Our role is to assist you in doing so by offering you access to key products other wholesalers may not be bringing to your attention.

The Group Personal Policy is something that may appeal to your high net worth business owners on an individual or group basis. The policy itself provides excess liability limits, after all primary liability limits have been exhausted, up to \$50,000,000.

These limits are not readily available in the personal excess market and will appeal to partners or principles of a privately held entity with an appreciation for such. Law firms, venture capitalist investment companies and privately held or family held businesses are some potential groups that would be interested in purchasing coverage like this.



### HIGHLIGHTS INCLUDE:

- :: Worldwide Coverage
- :: Carrier Rated "AAA" by A.M. Best
- :: Coverage Includes: Personal Injury, Not for Profit Directors and Officers, Non-Owned or Rented Automobiles and Watercraft, Identity Fraud and Kidnap Expense, Reputational Injury, Shadow Defense and Limited Business Pursuits coverage
- :: Uninsured/Underinsured Motorist Protection is available with limits up to \$5,000,000 and Employment Practice Liability are available at an additional charge

**We have a dedicated team of specialists continually educating themselves on market trends and coverages so our brokers are truly experts in their fields.**

#### P&C BROKERS CONTACT INFORMATION

Jenni Picetti 415-778-0310, x369

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Chris Hook 916-863-0110

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#### MANAGEMENT LIABILITY CONTACT INFORMATION

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Casey Bivens 415-778-0310, x308

Kevin Kershnik 213-243-1226, x106

Eric Shapiro 813-288-8500

## RECENT SOCIUS SUCCESSES

**[ April 08 ]** Casey Bivens, VP Management Liability, bound a Non-Profit which had a \$200K loss and \$92K in expenses paid out. The carrier non-renewed, however he was able to secure coverage with another carrier for \$2M D&O/EPL limit, \$2,500 D&O SIR and \$25K EPL SIR for only \$3,000. The premium was just slightly above expiring. **[ March 08 ]** Rodney Nubin, Assistant VP, successfully placed the excess for a bankrupt home builder where the bank was taking over the completion of 8 projects located in 5 different states. Even though he was coming in the middle of all 8 projects, he was able to write the excess with no prior work exclusions. The terms were as follows: 24 months, \$10MM project specific Excess Liability placed with a AM Best "A" Rated Company and priced at \$146,000. **[ February 08 ]** Paul Lefcourt, Management Liability Practice Leader, placed \$15M limit Public D&O policy for a small technology company performing a reverse merger into a public shell. Negotiated terms as follows: \$15M in limits, \$99k in premium. ::