

## Enroll Today in the Group Sponsored Errors & Omissions Insurance for Agents of American Association for Medicare Supplement Insurance



**Affordable and comprehensive Errors & Omissions Insurance for Life & Health Agents, delivered by CalSurance® and an admitted carrier rated A+ by AM Best\***

- ✓ NO GROUP POLICY AGGREGATE – You do not share your limits with other enrolled agents
- ✓ Defense Outside the Limits – Defense costs do not erode your limit
- ✓ First Dollar Defense – You pay no deductible on defense costs
- ✓ Deductibles as Low as \$500/claim – Deductible waiver also available
- ✓ Multiple Coverage Options – Purchase only the coverage you need
- ✓ New Agent Discounts Available
- ✓ Regulatory Defense Extension Included
- ✓ Personal Data Compromise (Cyber) Extension Included
- ✓ Limited Employment Practices Insurance (EPLI) Available
- ✓ Personal Lines P&C Coverage Available
- ✓ Flexible Payment Plans

**Enroll Online Today at: [www.calsurance.com/aamsi](http://www.calsurance.com/aamsi)**

**Should you have any questions about this program, please call or email us at:**

**Phone: 800-745-7189 or [info@calsurance.com](mailto:info@calsurance.com)**

See attached information for full program details.

*\* The information obtained from A.M. Best dated October 8, 2021 is not in any way CalSurance Associates' warranty or guaranty of the financial stability of the insurer in question, and that the information is current only as of the date of publication.*

**American Association for Medicare  
Supplement Insurance  
E&O Program - Outline of Coverage**



**Insurer:**

Fireman's Fund Insurance Company  
An Allianz Global Corporate & Specialty Company  
2021 A.M. Best's A+ (Superior): XV

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**Risk Purchasing Group Membership:**

By applying for this insurance, agents are applying for membership in the Financial Sales Professionals Purchasing Group, a group formed and operating pursuant to the Liability Risk Retention Act of 1986 (15 USC 3901et seq.).

**There is no additional charge for this membership.**

**Named Insured:**

Life and Health Insurance Agents who are eligible and enroll as members of The Financial Sales Professionals Purchasing Group.

**Additional Insureds:**

Insured Agent's Business Entity	Heirs/Executors
Partners	Directors
Administrators	Employees of Agents
Officers	

**Limit of Liability (Defense Costs are outside the Limits)**

\$ 500,000 Per Claim/\$ 500,000 Aggregate  
(Coverage Level I only);or  
\$1,000,000 Per Claim/\$1,000,000 Aggregate; or  
\$1,000,000 Per Claim/\$2,000,000 Aggregate; or  
\$1,000,000 Per Claim/\$3,000,000 Aggregate; or  
\$2,000,000 Per Claim/\$2,000,000 Aggregate

**Deductible (Loss Only):**

\$ 500 per claim - Level I – IV  
\$2,500 per Claim – Level V (Variable Products, Mutual Funds)

**Retroactive Date:**

Date of first continuous claims made Life Insurance Agents' Errors & Omissions Liability Policy

**Professional Services:**

Those services identified below, rendered in connection with a Covered Product by the Agent or its Agency/Agency Staff to a Client in the conduct of such agent's profession as a properly licensed life or A&H insurance agent:

- a) Soliciting, negotiating, placing, recommending, selling or servicing a Covered Product; but not including the sale, surrender, conversion or any alteration of a Covered Product, in order to acquire or invest in anything other than a Covered Product;

**Professional Services (continued):**

- b) providing advice or consultation solely related to a Covered Product, including financial planning or consulting solely related to a Covered product; but not including any advice or recommendation to, in any way, sell, convert, surrender, or alter a Covered Product, in order to acquire or invest in anything other than a Covered Product.

**Covered Product**

- Level I** – Final Expense, Mortgage Life, Medicare Supplement Insurance;  
**Level II** – Adds Individual Health, Group Accident & Health plans provided such Plans are fully insured at all times, but not including Group or Ordinary Pension or Profit Sharing Plans, Individual Retirement Accounts, Keogh Plans, 401(k) or 501(b) Plans;  
**Level III** – Adds Individual and Group Life Insurance, (other than Variable Life Insurance products and Stranger Originated Life Insurance [STOLI] and Corporate Owned Life Insurance [COLI], or any similar transactions), Long Term Care Insurance, Disability Income Insurance;  
**Level IV** - adds Fixed and Indexed Annuities;  
**Level V**- Adds Variable Life, Variable Annuities, Mutual Funds

**Optional Additional Coverages (for an additional premium)**

- Employment practices Liability – Wrongful Termination\*
- P&C Sales – Personal Lines only\*, limited to a maximum of 25% of total annual commissions.

\*\$2,500 per claim deductible applies to the above optional coverages and a sublimit of \$250,000 per claim/\$250,000 Aggregate

**Extended Reporting Period:**

If termination of coverage is in conjunction with retirement, disability or death, the following ERP options are available for purchase:

- 1 year at 100 % of expiring annual premium;
- 2 years at 150% of expiring annual premium;
- 3 years at 200% of expiring annual premium;
- 4 years at 250% of expiring annual premium;
- 5 years at 300% of expiring annual premium; or
- 10 years at 500% of expiring annual premium.

ERP requests must be made in writing, and the premium must be paid in full via check payable to CalSurance Associates within sixty (60) days of coverage termination.

**Claims Administration:** Lancer Claim Services  
A Division of Brown & Brown Program Insurance Services, Inc.  
681 S. Parker Street, Suite 300m Orange, CA 92869  
(800) 821-0540

**Program Administration:** CalSurance Associates  
A Division of Brown & Brown Program Insurance Services, Inc.  
Domiciled in California | CA License Number 0B02587

*Please review the policy and program materials. A complete copy of the specimen policy is available by calling 800-745-7189 or by visiting [www.calsurance.com/aamsj](http://www.calsurance.com/aamsj). This document is a summary of the coverage provided. All statements contained herein are subject to all terms, conditions and exclusions of the actual policy. In all circumstances the actual policy language will prevail.*