



SPONSORED LIFE AGENTS

Arch Insurance (Canada)

The Sponsored Life Agents Division of Arch Insurance (Canada) specializes in addressing the professional liability exposures of company sponsored life, property and casualty insurance agents. In addition, we underwrite Securities coverage for Registered Representatives on a highly selective and strategic account-by-account basis.

COMPANY SPONSORED LIFE INSURANCE AGENTS ERRORS AND OMISSIONS COVERAGE

Subject to its terms and conditions, this policy protects sponsored life agents for "claims" arising from "wrongful acts" in providing "professional services". Our coverage also responds to vicarious liability for which the sponsoring company may be exposed as a consequence of the alleged wrongful acts of captive agents.

KEY FEATURES

- Primary or excess basis
- Generally require 500 or more enrolled agents and a \$200,000 minimum premium
- Claims made and reported form
- Duty to defend coverage with specialized panel counsel
- Limits up to \$5 million aggregate
- Career agent/brokerage companies considered
- Loss reporting capabilities
- Automatic Group One Year Extended Reporting Period in the event of cancellation or non-renewal

OPTIONAL "SECURITIES" COVERAGE FOR REGISTERED REPRESENTATIVES

Arch Insurance (Canada) takes a highly disciplined and strategic approach to providing insurance for this unique exposure. Coverage is underwritten and added by endorsement to our Company Sponsored Life Insurance Agents E&O coverage. Our Optional Securities Coverage for the Registered Representative addresses "claims" arising from the alleged "wrongful acts" in providing "professional services" which include the solicitation, sale or servicing in respect of any client of "securities", including any financial planning, advice and consultation in connection with those products.

CUSTOMER PROFILE

Our preferred accounts include firms that are insurance company affiliates with the following characteristics:

- A minimum of 100 registered representatives
- At least three years in business
- A majority of revenues derive from selling and servicing mutual funds, variable products, life, accident and health insurance
- A minimal percentage of firm accounts are traded on margin and/or with discretionary authority

Desired risks do NOT derive more than 40 percent of revenue from listed or unlisted stocks, REITS, options, limited partnerships, commodities, investment banking activities and underwriting of stock issues.

SUBMISSION GUIDELINES

- Arch Insurance (Canada) application
- At least five years of loss experience
- Audited financial statements for the sponsoring company

CLAIMS

Arch Canada adheres to a proactive claims handling program in order to achieve cost efficient, superior results. Our claims professionals have extensive experience handling most types of losses and are dedicated to providing customized, responsive customer service to each insured. Partnership with our insured is the cornerstone of the Arch claim handling philosophy. For more information email: crain@archinsurance.com

PRODUCT CONTACTS

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