Hanover Professional Portfolio

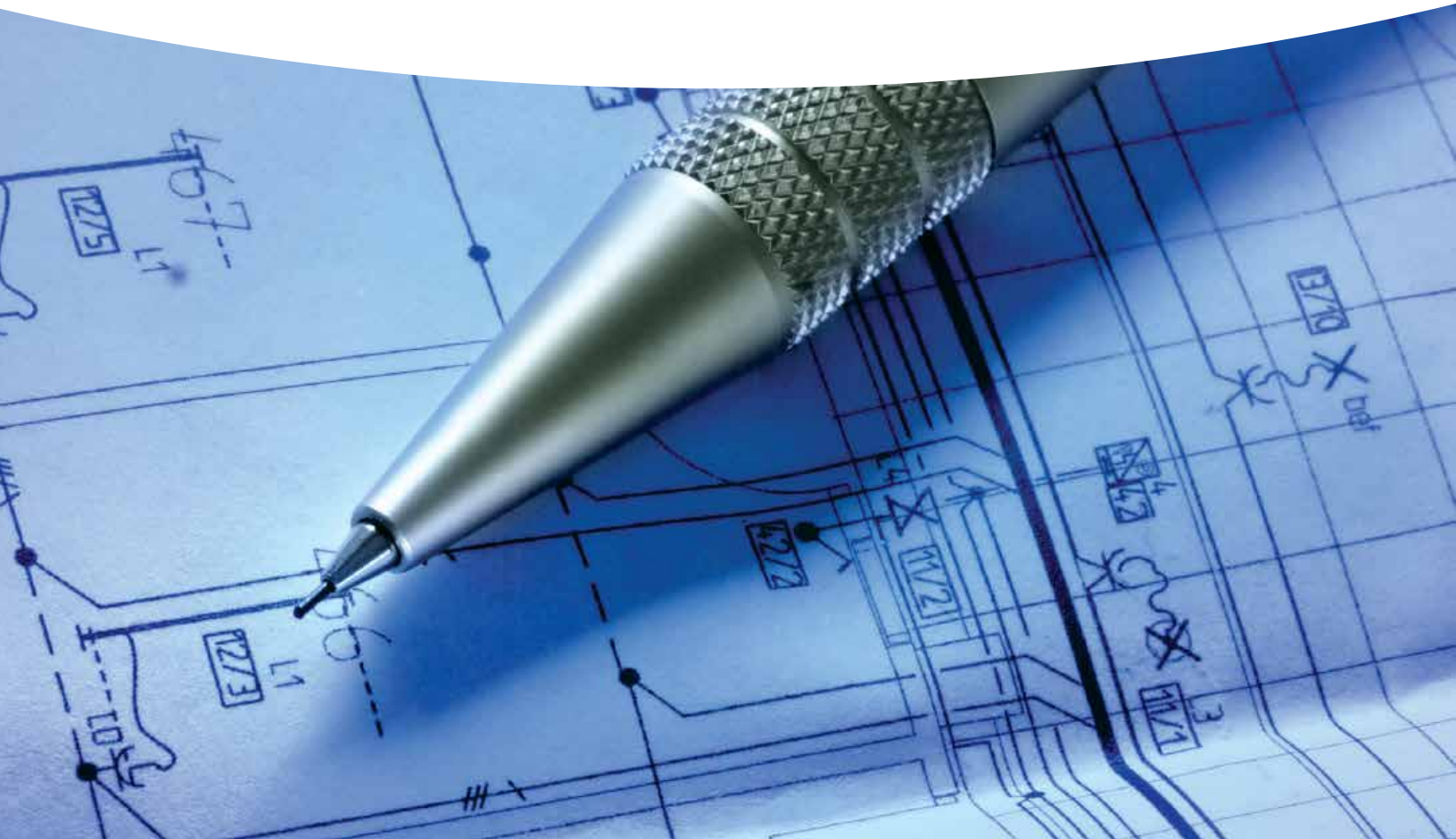
A policy designed & engineered for success.



The Hanover Insurance Group®

Professional Liability. Comprehensive Solutions for Architects and Engineers.

You're well acquainted with The Hanover's long-term commitment to delivering world-class, innovative products and unparalleled service. You know that we're equally committed to the exclusive network of agents who chose to represent us. The latest proof? Our newest Hanover Professional Portfolio specialty offering: Hanover Architects & Engineers Advantage. Not surprisingly, this innovative professional liability program offers comprehensive products, competitive pricing, unparalleled underwriting expertise, and value-added services—all of which add up to lucrative market opportunities for your agency.



A well-designed solution for an underserved market.

Architects and engineers, whose numbers are expected to grow significantly over the next decade, are prone to frivolous lawsuits that may threaten business as well as personal assets. What's more, it is estimated that 50% of all architects and engineers have no professional liability coverage. That's a huge opportunity for you to demonstrate the importance such coverage can have in protecting them against financial disaster. And that's not all. Because architects and engineers are not generally bondable, a professional liability insurance policy is likely to be their largest asset. Furthermore, insured firms stand a much better chance of bidding successfully for public contracts and other more desirable projects.





Hanover Architects & Engineers Advantage At A Glance

- **Comprehensive coverages for small and mid-sized firms**
- **Extensive architectural & engineering industry expertise and knowledge base**
- **Experienced decision makers**
- **Competitive rates**
- **World-class service with fast response times**
- **Prompt, responsive claims handling**
- **Tailored risk management services, including contract review**
- **Highly trained professionals who care about you**
- **Security of dealing with a financially stable company—ranked among the top 30 Property & Casualty insurers in the U.S.—with an Excellent A.M. Best Rating**

Main Coverages

Our broad, flexible product allows your clients to tailor insurance protection to meet their specific coverage and limits preferences:

- Asbestos exclusion deleted
- Automatic 30 days of coverage for newly acquired entities
- Pollution Coverage for professional services
- Consent to settle
- Coverage for ADA/FHA/OSHA claims: $25,000 defense costs plus up to $250/day for salaries and expenses
- Punitive Damages unless prohibited by law
- Free Pre-Claims Assistance (deductible does not apply unless a claim is made)
- Circumstance reporting coverage
- No Hammer Clause
- Blanket contractual liability coverage
- Blanket joint venture coverage
- Full prior acts coverage for eligible firms
- Mediation deductible credits 50%–$25,000 max credit
- Loss of Earnings reimbursement $500/day, $15,000/claim
- Personnel leased to you
- Retired partner, officer, director, shareholder or employee while acting within the scope of his/her duties as a consultant
- Extended Reporting Period—minimum of one year or as required by state law
- Negligent violation of copyrights, patents and trademark
- Non-cancelable policy: Except for fraud or material misrepresentation 60 days notice or non-payment of premium 10 days notice
- 60-day notice of non-renewal: Our written notice of our intent to non-renew shall be sent at least 60 days prior to expiration
- Automatic ERP: Free 60-day discovery
- Design/build coverage for professional services
- Innocent principals coverage



- Spousal or Domestic Partner Coverage
- Automatic equity interest coverage for those entities or projects where ownership interest is 50% or less
- No Minimum earned premium
- Technology Coverage: Network & Information Security Offenses
- Time Delays caused by professional services
- Waiver of Subrogation: Transfer of Rights of Recovery, Coverage is extended to apply if you, prior to the date the wrongful act is committed, have waived your right of recovery for damages that result from such wrongful act
- Worldwide Coverage with suits brought within the U.S.
- Broad definition of professional services
- Mold coverage for professional services
- Applies excess of a specific project policy

Additional Optional Coverages Available

- First Dollar Defense coverage for firms with billings up to $2,000,000
- Specific project or client excess limits
- Retirement, practice discontinuance, or run-off options
- Deductible Gap coverage for project policies



Expertise gained from decades of experience.

Hanover Architects & Engineers Advantage has been designed specifically for this unique class. We've been insuring architects and engineers for more than three decades. So we understand the complex risks faced by these highly specialized professionals. We offer coverage on an admitted basis and provide broad coverage. Our Professional Liability team consists of underwriters, legal and dedicated claims professionals, and risk managers—all seasoned experts who know how to handle this challenging market.

Excellent Cross-Sell Opportunities

Besides Professional Liability protection for architects and engineers, we offer a full suite of products — Business Owner's Policy (BOP), Auto, Workers' Compensation, Umbrella, Employment Practices Liability, and more. This total offering provides excellent cross-sell opportunities as well as one-stop shopping to meet your client's total insurance needs. All of which helps to bolster client retention. Keep in mind, too, that our BOP has been customized to specifically meet architects and engineers contractual obligations, including blanket additional insured, primary non-contributory, per project aggregate, and blanket waiver of subrogation.

A sampling of the firms we write—

Our Architects and Engineers Professional Liability Insurance Program provides protection for a wide range of small and mid-sized design firms. Here's just a small sampling:

- **Architect** specializing in K-12 schools $1,000,000 in billings
- **Interior Designer** specializing in commercial office build-outs/tenant improvements $8,000,000 in billings
- **Mechanical Engineer** specializing in light industrial parks $525,000 in billings
- **Civil Engineer/Land Surveyor** specializing in highways/roads $12,200,000 in billings
- **Electrical Engineer** focused on commercial/residential projects $230,000 in billings
- **Electrical Design/Build Contractor** focused on governmental/DOD projects
- **Architect** focusing on fast food restaurants and strip malls $1,400,000 in billings
- **Civil Engineer** with mixed projects including commercial, governmental, sewer systems $853,000 in billings
- **HVAC Engineers** specializing in large commercial complexes $3,600,000 in billings

Why The Hanover?

The Hanover is a leading property and casualty insurance company dedicated to achieving world-class performance. Our commitment is to deliver the products, services, and technology offered by the best national companies with the responsiveness, market focus, and local decision making of the best regional companies. This powerful combination has been a proven success since our founding in 1852, and all insurance company subsidiaries are rated "A" (Excellent) by A. M. Best Company.

Call on Us Today.

Now, more than ever before, architects and engineers need flexible, affordable, comprehensive solutions. And The Hanover is anxious to help capture your share of this burgeoning professional liability market by bringing the advantages of Hanover Professional Liability to your clients. Don't wait. Contact your local Hanover representative or visit us online at www.hanover.com/agentsolutions



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