Meeting Our
Insurance
Agents’
Critical Needs
Don’t get caught without your umbrella.
Key Features

- Commercial Umbrella coverage built to automatically include Agents/Brokers E&O
- Marketed exclusively through producer associations
- Designed to accept agents and brokers with a broad range of producer activities
- Competitive pricing
- Up to $20,000,000 limits available
- Coverage for Agents/Brokers built to follow form over standard primary E&O policy coverages
- Minimum primary coverage required GL/BOP and Agents/Brokers E&O

Coverage can include:

- Excess Employers Liability in all states other than New York
- Excess Employee Benefits Liability
- Mutual Fund or Variable Annuities coverage

Options to include:

- Up to $5,000,000 Personal Umbrella limits for entity principals (except in Texas & Wisconsin)
- Up to $2,000,000 excess EPLI limits
**Underwriting Requirements**

- Agency should be in business for more than three years. If less than three years, a résumé of each partner, owner, and officer should be provided, and agency is not eligible for Staff rating.
- The program does not drop down and provide coverage excess of sub-limits, unless specifically scheduled.
- Umbrella coverage does not extend to Fiduciary Liability, Directors and Officers Financial Investment Securities or Cyber Liability.
- Higher limits are required if defense is within the limits.

### Minimum Underlying Limits

<table>
<thead>
<tr>
<th>Agent Umbrella</th>
<th>Agency Commissions</th>
<th>Underlying E&amp;O Limits Required**</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Liability</td>
<td>$500,000 / $1,000,000 / $1,000,000</td>
<td></td>
</tr>
<tr>
<td>BOP</td>
<td>$500,000 CSL for entities with up to nine employees $1,000,000 CSL for entities with 10 or more employees</td>
<td></td>
</tr>
<tr>
<td>Commercial Auto</td>
<td>$500,000 CSL for up to five vehicles $1,000,000 CSL for six or more vehicles</td>
<td></td>
</tr>
<tr>
<td>Employers Liability</td>
<td>$100,000 / $500,000 / $100,000 (except in NY)</td>
<td></td>
</tr>
<tr>
<td>Employment Practices</td>
<td>$1,000,000 / $1,000,000</td>
<td></td>
</tr>
<tr>
<td>Errors &amp; Omissions</td>
<td>$0 - $500,000</td>
<td>$1,000,000 / $1,000,000</td>
</tr>
<tr>
<td></td>
<td>$500,001 - $1,000,000</td>
<td>$1,000,000 / $2,000,000</td>
</tr>
<tr>
<td></td>
<td>$1,000,001 - $1,500,000</td>
<td>$1,000,000 / $3,000,000</td>
</tr>
<tr>
<td></td>
<td>$1,500,001 - $8,000,000</td>
<td>$2,000,000 / $4,000,000</td>
</tr>
<tr>
<td></td>
<td>&gt;$8,000,000</td>
<td>Subject to underwriting</td>
</tr>
</tbody>
</table>

**Defense within limits requires higher limits

<table>
<thead>
<tr>
<th>Personal Umbrella (Not available in Texas &amp; Wisconsin)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personal Liability</td>
</tr>
<tr>
<td>Personal Automobile</td>
</tr>
<tr>
<td>Watercraft</td>
</tr>
</tbody>
</table>
Agents’ Umbrella Program is designed to protect the agents/agency business, as well as employees, for liability incurred as a result of professional business activities. It also extends over the agent’s commercial business insurance if scheduled on the policy.

**Ease of Doing Business**

**Rating Options**
- **Quick Quote** option that allows for pricing indications with basic information, including a copy of the underlying E&O application**
- **Simplified staff rating** available for agencies with less than 9 employees and limits up to $3,000,000; less than 6 vehicles
- **Standard Rate** – limits greater than $3,000,000; total staff exceeding nine, and ineligible for Staff rating

**Affordability / Flexibility**
- Competitive minimum premiums on Staff and Standard rated policies
- Multiple payment plan options
- Ability to purchase higher limits
- Option to eliminate the SIR
- Available coverage over Employee Benefits Liability and EPLI
- Responsive and knowledgeable underwriting staff

**Flexible Payment Options – Direct Bill**
- Prepaid
- 50% down and 1 installment in 3 months
- 40% down and 2 bimonthly installments
- 25% down and 3 quarterly installments
- 20% down and 5 monthly installments
- 12 equal installments

**Loss information is required if any reported losses in the last (5) years.**
Basic Submission Requirements

- Condensed Penn National Insurance Agents’ Umbrella Application
- Supplemental Schedule of Underlying Insurance
- Copy of signed and completed primary E&O Application
- Copy of underlying Policy Declarations for each underlying coverage to include limits and premiums
- If Umbrella limit is greater than $5,000,000 or if there have been E&O claims in the past five years, submit five-year currently valued E&O loss runs.

To include Personal Umbrella Coverage:
(Except in Texas & Wisconsin)

- For each owner, officer or partner applying for the personal umbrella endorsement, attach an Accord 83
- Copies of the underlying Policy Declaration pages that include limits

To include Employment Practices Liability:

- A copy of the Employment Practices Liability application.
  If the annual renewal application is not required by the underlying carrier – provide any updates and initial and date the most current available application.
- Five years of currently valued loss information
- A copy of the EPLI declaration page

Preferred Underlying E&O Carriers*

- Fireman’s Fund
- Utica
- Westport

*All other carrier’s coverage forms must be reviewed and approved by Underwriting

For more information, contact your Agents’ Umbrella underwriter.
Basic Submission Requirements

- Condensed Penn National Insurance Agents' Umbrella Application
- Supplemental Schedule of Underlying Insurance
- Copy of signed and completed primary E&O Application
- Copy of underlying Policy Declarations for each underlying coverage to include limits and premiums
- If Umbrella limit is greater than $5,000,000 or if there have been E&O claims in the past five years, submit five-year currently valued E&O loss runs.
Trust our experience, strength and service.