

NEWSLETTER

DECEMBER 14, 2006



**FLEXIBLE TERMS AND COVERAGE FOR YOUR
REAL ESTATE BROKERS/AGENTS AND
PROPERTY MANAGEMENT PROFESSIONALS!!!**

Dear Valued Customer,

A professional in the real estate industry today providing any of the following services should consider Professional Liability Risk Insurance:

- Real Estate Agents & Brokers for both residential and commercial real estate properties*
- Property Managers*
- Real Estate Consultants / Real Estate Closers*
- Lease Agents and Brokers*
- Appraisal Agents*

We offer professionals in this industry the following coverage features:

- Special Programs for High Percentage Residential Sales*
- Defense Outside Limits / Duty to Defend*
- Allegations of Discrimination (Damages & Defense / \$150,000)*
- Coverage for Personal Injury & Discrimination*
- Defense of insureds at local and state real estate boards*
- Named perils coverage for claims arising from internet/e-mail*
- Environmental coverage available*
- Package Offering for Real Estate Class, including GL & Property (No exclusion for Bodily Injury, Personal Injury and Advertising)*
- Coverage for physical damage to property due to negligent use of Lock Box*
- Innocent Principal coverage*
- Very competitive premium rates (A+ and A++ Carriers)*

Thank you for your business!

**WHY REAL ESTATE PROFESSIONALS
NEED ERRORS AND OMISSIONS
COVERAGE?**

- Volume of Real Estate Transactions increases likelihood of an error or a claim occurring.
- Real Estate Agents are often named in suits for failure to disclose defects with

property

- Claims of Discrimination are on rise. Defense Costs are averaging over \$100,000 per incident
- HUD/State Commissions of Human Rights are actively going after Real Estate Agents

- More than 10 Insurance Carriers have exited the Real Estate E&O market place in past 3 years (Poor Losses)
- Failure to complete all necessary paperwork in a transaction resulting in an aborted transaction
- Property Managers failure to collect rent from tenants, wrongful evictions or faulty recordkeeping.

RECENT SUCCESSES WRITTEN BY APOGEE:

- Lawn & Garden Center D&O / Fiduciary – **\$16,700**
- Women's Health Center E&O - **\$6,497**
- Law Firm General Practice - **\$23,740**
- Home Health Care E&O - **\$7,906**
- Internet Liability E&O - **\$13,251**
- Law Enforcement Public Entity - **\$33,737**
- TPA Risk Chamber of Commerce - **\$89,000**
- Medical Imaging D&O - **\$13,641**
- College Medical Clinic E&O - **\$7,438**
- Dental TPA - **\$25,490**
- Management & Consulting Services Healthcare E&O - **\$15,500**
- College Campus Wellness Center E&O - **\$14,692**
- Computer Consulting Firm E&O - **\$10,764**

ONLINE QUOTING NOW AVAILABLE ON USLI A++ PAPER AT APOGEE WEB SITE.

Minimize your Agency E&O Exposure – Quote EPLI to all of your clients (15% Commission). Remember if unable to get online quote, send us an email at info@apogeeinsgroup.com or call Bob McIntyre direct at 610-337-3200, x7021 to discuss your need.

- Employment Practices Liability
- Community Association D&O
- Non-Profit D&O
- Real Estate E&O Now Available!

PURGING & PONDERING (PAPERLESS SOCIETY?)...

- What's the worst that could happen if I throw this away?
- Can it be obtained somewhere else, if need be?
- In what specific situation would I use this?
- Will it be outdated or obsolete when I need it?
- Can I keep the source of this and let go of the rest?
- Am I keeping this all of this for just one nugget?
- Does this item or project support my goals and values?
- Will more of this be available when I need it?
- Will I really need this?
- Finally if I have not looked at this in six months, why am I keeping it?

APOGEE would like to express our sincere appreciation to all our existing and future customers and carriers for your business and support during this past year. We want to extend to everyone a Merry Christmas, Happy Hanukkah and Good Wishes to all those who are celebrating a special observance at this time of the year as well as Good Health and Success in 2007!

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