

NEWSLETTER

MAY 7, 2007



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

We offer professionals in this industry the following coverage features:

- One Policy – Separate Limits for each coverage part*
- Breach of Contract Coverage*
- No Exclusion for Libel, Slander, or Defamation*
- Mental Anguish and Emotional Distress included in General Liability definition of Bodily Injury*
- Defense Outside the Limit of Liability*
- Umbrella Policy excess of Directors and Officers Liability*
- Property with an Outdoor Enhancement Endorsement*
- Employment Practices Liability included at no extra charge for 10 Employees or less*
- Unlimited Extended Reporting Period for former Directors & Officers*
- Innocent Principal coverage*
- Very competitive rates (A+ and A++ Carriers)*

Thank you for your business.

WHY REAL ESTATE PROFESSIONALS NEED ERRORS AND OMISSIONS PROFESSIONAL LIABILITY 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 the 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 marketplace in past 3 years (Poor Losses).
- Failure to complete all necessary paper work 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:**

- Computer Software & Hardware Consulting / E&O / New Jersey - **\$5500**
- Law Office / E&O / Maryland - **\$7900**
- Mortgage Broker / E&O / Massachusetts - **\$6500**
- Municipal Building Inspector / E&O / Eastern PA - **\$23,900**
- Mortgage Closing Services / E&O / Western PA - **\$10,050**
- Manufacturer Health Products / D&O – EPLI / Central PA - **\$64,000**
- Title Abstract Firm / E&O / Pennsylvania - **\$8800**
- Non-Profit Credentialing Firm for Healthcare / D&O –EPLI – Crime / PA - **\$14,500**
- Real Estate Investment Trust / D&O – EPLI – E&O – Crime/Fidelity / PA - **\$95,500**
- Architect & Engineer / E&O / Delaware - **\$13,600**
- Property Management –Development Firm / E&O / Pennsylvania - **\$12,800**

7-1-07 (RENEWALS / NEW BUSINESS) ALERT -

PUBLIC ENTITY INSURANCE:

- Public Officials Liability (POL) including Employment Practice Liability Insurance
- Law Enforcement Liability (LEL)
- Educators Legal Liability (ELL) including Employment Practice Liability Insurance

Comprehensive Coverage, Competitive Pricing, Specific Coverage Forms, First Dollar Programs, Large Deductible and Much More.....

Eligible Risks: Counties, Cities, Boroughs, Townships, Water & Sewer Authorities, Fire Companies & Emergency Services, Public-Private-Charter Schools (K-12) and Colleges / Universities.

**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 to discuss your need.

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

CUSTOMER TESTIMONIALS-

"I really appreciate all of your help and patience with us. We are a P&C Agency that does not work with professional liability on a day-to-day basis. It is refreshing to find a broker of your expertise who is willing and able to get the job done for us. You have inspired us to pursue more of this type of business and Apogee has become our GO-TO and ONLY broker for professional liability products..."

CONTACTS:

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