

# Law Firms Insurance Program

*Delivering Greater Value in Middle Market*

## Building Strong Agency Relationships — an Opportunity to Increase Sales

Midsize law firms present a \$613 million dollar sales opportunity in standard commercial lines premium. With approximately 8,178 establishments countrywide, there are ample prospects to pursue in every state. For more information about the market potential in your area, please contact your Middle Market Sales Underwriter.

## Eligibility

The program is designed for law firms with 10 or more attorneys. To be eligible for this program, an account must derive a majority of its revenue from the practice of law or the rendering of legal services. These activities include advising clients in matters of law or representing clients in litigation proceedings.

## Innovative Products

### Property Choice<sup>SM</sup>

The Hartford's state-of-the-art Property Choice coverage has many built-in features that help protect your law firm clients. Our policy for law firms includes:

- Business Personal Property (BPP) – our broad definition of business personal property includes computer equipment as well as valuable papers and computer media and data such as digital law libraries and case management software.
- Business Income – coverage valuation can be based upon billable hours to reflect law firms' record-keeping methods.

- Tenants Coverage – includes improvements and betterments, damage to building glass, building damage as a result of theft and lease assessments for a lessor's uninsured building damage.
- Business Travel – covers business items such as laptop computers that are in an employee's control while traveling anywhere in the world.
- Equipment Breakdown – coverage for business equipment, such as telephone and other communications systems, is built right into the property policy.
- Electronic Vandalism – covers direct physical damage to computer equipment, media, data and software caused by viruses, hackers and other attacks.
- Web Site – as many law firms move into e-commerce, this coverage provides \$100,000 loss of business income resulting from the loss of a Web site that is housed on a service provider's server.

Our **Law Firms SPICE Endorsement** also provides

- Fine Arts (\$100,000 maximum, \$10,000 per item\*) – coverage for collections of artwork that a law firm may have acquired.
- Employee Dishonesty (\$25,000), Forgery (\$25,000), and Money & Securities (\$25,000) – these features add basic crime coverage, eliminating the need for a separate policy (and premium) for firms that do not require higher limits.

\*Higher limits may be purchased via a monoline Fine Arts Floater. Contact your Marine Underwriting Specialist for further details.



### **Premises Liability**

Personal Injury coverage is provided except as relates to the rendering of professional legal services. We make it easy to rate – on a per attorney basis rather than area.

### **Lawyers' Professional/Malpractice Liability**

This is one of the most critical insurance needs that law firms have. We have lawyers' professional liability experts at Hartford Financial Products who underwrite this essential coverage. The coverages can be tailored to meet the individual needs of each of your law firm clients. Key offerings include:

- Limits of \$25 million per claim, and a \$50 million aggregate
- Full Prior Acts coverage
- Coverage for professional services on behalf of the named insureds or any qualifying predecessor firms
- Coverage for a firm's attorneys, "of counsels", and certain non-attorney employees

### **Workers' Compensation**

The Hartford, one of the nation's ten largest workers' compensation providers, offers law firms a comprehensive portfolio of workers' compensation coverages and services. We have two versions of our customized broad form endorsement that go above and beyond the standard workers' compensation policy. Our basic option (no extra cost) provides your law firm clients with extensions such as Employer's Liability Stop Gap, 60-day provision to notify us to add states where your clients have set up new operations, and voluntary compensation for employees not covered by state statutes.

Our extended option (available for a small additional charge) includes all the enhancements in our basic

option plus: Foreign Voluntary Compensation to protect employees that travel overseas increased limits for Employers' Liability insurance.

### **Automobile Coverage**

The Hartford has a complete solution in place for law firms' auto exposures, covering owned vehicle fleets as well as rental vehicles and non-owned vehicles. On every auto policy where we are covering vehicles owned by the law firm, we automatically attach our broad form endorsement. This endorsement provides additional coverages such as broad form insureds, lease gap coverage and glass repair waiver of deductible. It will also provide for physical damage to hired autos if we are providing physical damage coverage on vehicles owned by the law firm.

### **For more information, visit our Law Firms Program site on the EBC.**

This document outlines in general terms the coverages afforded under the policy. Coverage may differ in availability by state. All coverages are individually underwritten. For a complete description of all coverages, terms and conditions, refer to the insurance policy. In the event of a conflict, the coverages, terms and conditions of the policy prevail.