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# The Insurance Marketplace

Recorded: May 2014

Melanie Lockwood Herman  
Christopher Goss, Michael Schraer  
and Peter Andrew

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## Webinar Description

- ▶ A growing number of nonprofit organizations purchase commercial insurance coverage as a form of risk financing. If you've ever wondered whether your nonprofit is getting a bang for the bucks you spend on insurance, you won't want to miss this program. Throughout the webinar we will explore the roles of the various players in the industry, including agents, brokers, carriers, re-insurers, pools and more. We will also discuss the most common types of coverage purchased by nonprofits. The webinar will end with practical tips for getting the most from your financial investment in commercial insurance.
- ▶ **HANDOUT: Insurance for Nonprofit Organizations**



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## Speakers

- ▶ Moderator:
  - Melanie Herman, *Executive Director*, Nonprofit Risk Management Center
- ▶ Panelists:
  - Christopher G. Goss, *CIC, Vice President-Northeast Region*, Philadelphia Insurance Companies 
  - Michael Schraer, *SVP, Global Employment Practices Liability & Not-for-Profit Product Manager*, Chubb & Son 
  - Peter Andrew, *President & CEO*, Council Services Plus 



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### 1. The Key Players

- ▶ Throughout the year nonprofit leaders often admit that the industry is a bit confusing. So let's clear up some of that confusion by talking about some of the key players.



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### 1. The Key Players

- ▶ Insurers
- ▶ Reinsurers
- ▶ Pools



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### Key Players at an Insurer

- ▶ Underwriters
- ▶ Claim Adjusters
- ▶ Claims Counsel



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### The Key Players



- ▶ Agents
- ▶ Brokers



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### 2. Common Liability Coverages

- ▶ What are the most common liability coverages purchased by nonprofits?
- ▶ What are the new or trending coverages?



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### Liability Coverages

- ▶ General Liability
- ▶ Professional Liability
- ▶ Sexual Misconduct



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### Common Liability Coverages

- ▶ Directors' & Officers' Liability (D&O)
- ▶ Employment Practices Liability (EPL)



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### Trending Liability Coverages

- ▶ Media Liability
- ▶ Cyber Liability



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### 3. Property Coverage



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### Property Coverage

- ▶ Crime Coverage



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### 4. Avoiding costly mistakes when buying insurance



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### 5. How to get the most from your financial investment in insurance

- ▶ Nonprofits need every \$ for mission-advancing services.
- ▶ Tips for savvy insurance buying



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