Finding a Specialty: Opportunities in Professional Liability
How familiar are you with professional liability?

a. Very
b. Somewhat
c. Not at all
Featured Speakers

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About Ascend With Argo

Education. Insight. Connections.
Training, support and mentorship for early-career insurance professionals

• Webinars
• Shadow days with Argo employees
• Exclusive events and conferences
• A web-based training portal and content
Agenda

• Learn what makes professional liability an engaging specialty
• Discover the range of professions and industries covered by professional liability products, with a focus on lawyers’ professional liability (LPL)
• Explore how trends and current events can shape professional liability coverage
• Q&A
Professional Liability: An Overview

Professional liability insurance provides *errors and omissions and management liability* coverage for a wide range of professions/industries.

- Accountants
- Architects and engineers
- Asset managers
- Contractors
- Directors and officers
- Lawyers
- Real estate developers
- Sole proprietors to large companies
What sets professional liability lines apart?

• Less of a commodity than other lines
• Interaction with companies’ decision-makers
• Product impacts the customer’s reputation
• Highly portable specialty
How expertise in professional liability can benefit brokers

- High-dollar transactions lead to high-dollar commissions.
- Professional liability allows you to build your own brand and make a national name for yourself.
To build a successful career in professional liability

- **Stay informed** – Monitor current events and consider the implications they have on your customers’ businesses. COVID-19 is one recent example.
- **Prepare to think deeply** – Professional lines insurance is particularly intellectually challenging.
- **Nurture relationships** – Be willing to spend the time necessary to cultivate close business relationships that will help sustain and grow your career.
Pop Quiz

1. Is professional liability written on an occurrence or a claims-made basis?
   a. Occurrence
   b. Claims made

2. Which of the following types of claims would a professional liability policy help cover?
   a. Negligence
   b. Misrepresentation
   c. Bodily injury
   d. Property damage

3. Another name for professional liability insurance is errors and omissions (E&O) insurance.
   a. True
   b. False
Q&A

What questions do you have?
Mentorship is essential. However long you’re in this business, make sure you seek out and learn from those who can give you a practical education.
Thank You