

IDA Insurance Program Update & Overview



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Insurance Services Group, Inc.
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Geez, What is Taking So Long?

Aren't you Ready Yet?



The Need For Insurance

- ❑ Suits against Educators are on the rise
- ❑ Public school systems are surprisingly well insulated against malpractice claims
- ❑ The Allied educator has no such insulation, and can be seen as an easier target
 - Parents can't waive children's rights
- ❑ Increasingly required in contracts

What We Saw

- Limited options
 - Poor Coverage
 - Low Rated Carriers
 - “Cobbled together” options
 - Long waits
 - Paperwork
- Tremendous misunderstandings

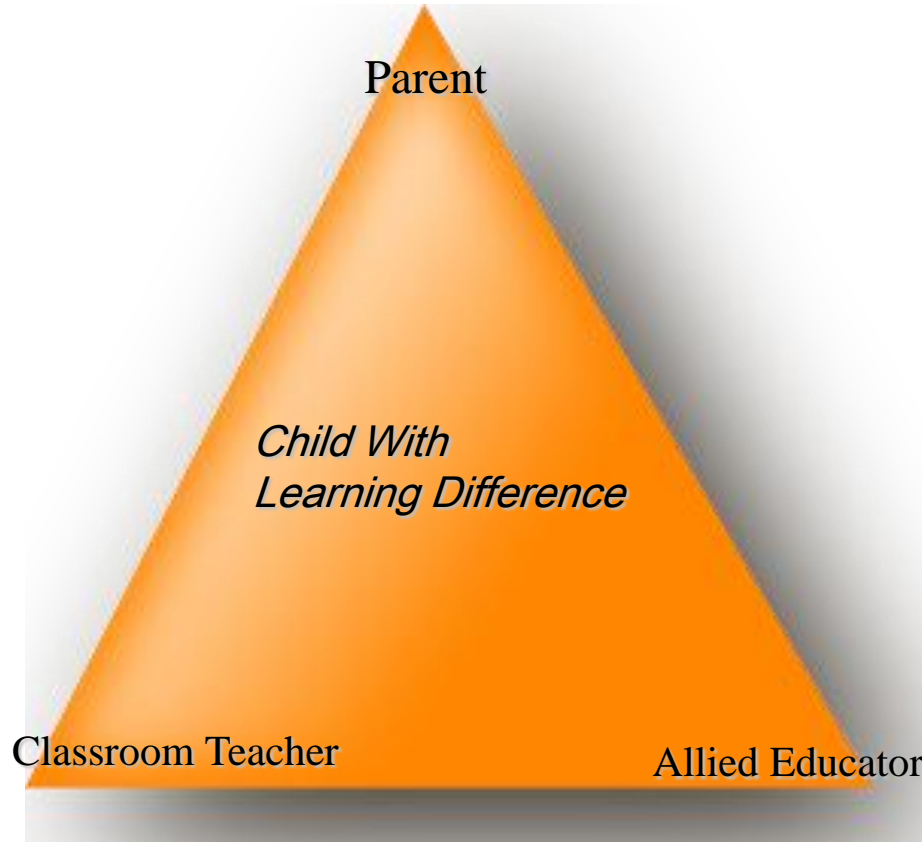


Our Goals

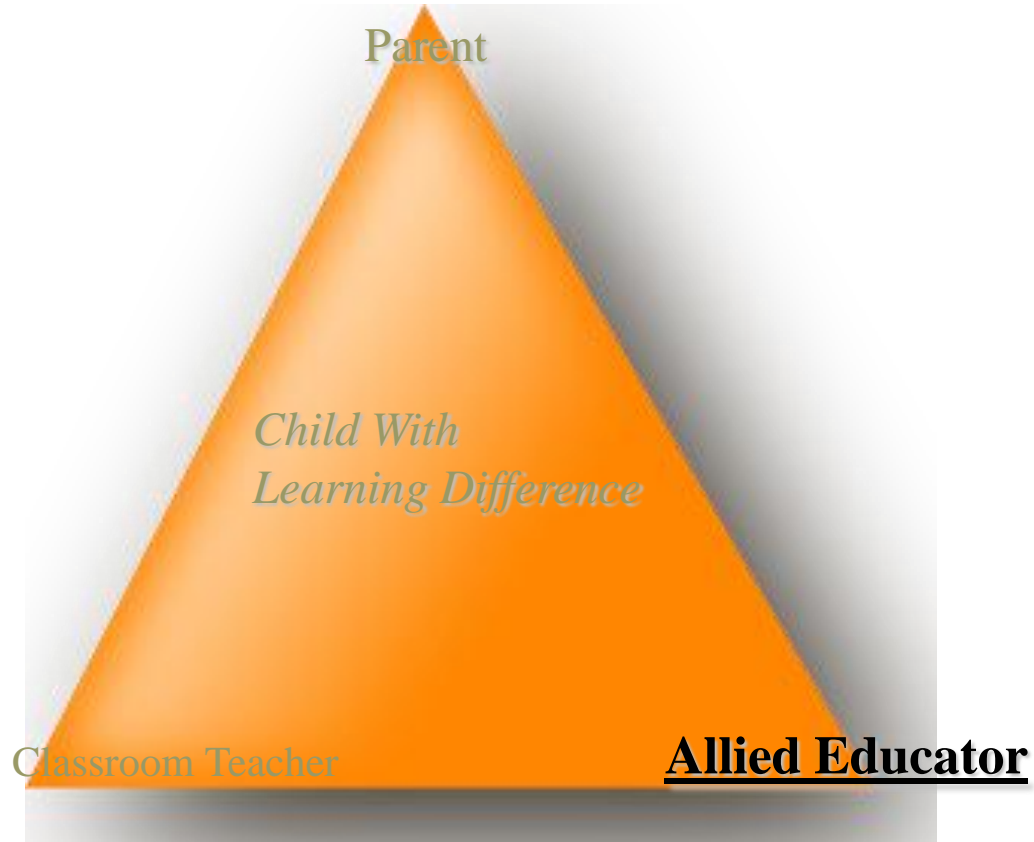
- Make it Fast
 - Instantaneous coverage for those who qualify
- Make it Affordable
 - Should be priced as low, or lower, as any other option, without sacrificing.
- Make it Right
 - Provide coverage, through an established carrier that really meets your needs
 - Be able to educate with using “industry jargon”



The Learning Pyramid



Our Target Clients



Description of “Allied Educator”

- Focuses on some aspect of learning/special education including;
 - Tutor
 - Diagnostician
 - Advocate (if offered with other service)
 - Learning Therapist
 - Special Education consultant
 - Teachers- private practice work

Program Overview



Our Carrier Partner

- Great American
 - A.M. Best A XIV
 - 100 consecutive years of “A” Rating
 - Member of the “Ward’s 50” best performing carriers



The Offerings

- Professional Liability
 - \$1,000,000 Per occurrence
- Sexual Abuse and Molestation
 - \$50,000/\$100,000
 - Defense Coverage
- General Liability
 - \$1,000,000 Per occurrence

Professional Liability Coverage

- Broad Duty to Defend
- Include Disciplinary Proceedings
 - \$10,000 sublimit
- Expansive definition of covered claims
- Includes vicarious viability of Spouses/Domestic Partners
- Less restrictive reporting requirements



Abuse & Molestation*

- Coverage unlike any other available
 - True Defense Coverage
 - Civil Cases
 - First Party
- Other carriers exclude coverage for accused
 - Essentially providing no coverage or independent

** Abuse coverage form is still subject to final carrier acceptance*

Why this is important

“ My larger issue is the number of FTPs (failure to prosecute) associated with these kind of claims. While I was looking at abuse and molestation from a wider view- including familial, there is a real hesitancy to prosecute due to the age of most of the victims and other surrounding circumstances. This, however, does not prevent a civil claim and I would venture to say, for many of these cases, greatly increases the likelihood of civil claims. ”

-Ellen Feldman Esq., Sequire Underwriters LLC

The Cost

- Unbundled Pricing
 - Professional Liability \$299
 - Abuse & Molestation \$99
 - General Liability \$99
- Likely fees- +- \$20
- Likely no cost for changes or endorsements that can be made online

Qualifications

- Qualifications
 - 4 year degree and or recognized certification
 - 2 Years experience
 - Organizations with 2 or fewer learning professionals
 - Larger are available, subject to underwriting



Excluded

- Any licensed medical professionals
 - Includes psychologists
- Attorneys
- Previous Claims
- Previous License Suspensions
- Previous Crime Against Children

How to Access

- Robust, easy to understand internet based interface
- “Click to buy” service
 - In 15 minutes, most will be able to complete the whole process
 - Phone and email support available

Ok- But When?

- Status of work
 - Professional Liability form is complete
 - Abuse policy form almost ready
 - General Liability is complete
 - Quote system is built
 - Website under construction
- Likely to start looking for “pilot clients” for early June soft launch

Want More Info?

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