

FAQ:

Errors and Omissions Program: Marketer Guidelines

What lines of business does this Errors and Omissions program cover?

Coverage under this program includes Life, Health, Disability, Medicare, Final Expense, Long Term Care and Annuities (both fixed and equity index annuities).

What are the policy aggregate limits?

There is no overall policy aggregate, so you don't have to worry about other agents using up the available insurance limits.

When does the policy term expire?

When an agent chooses to buy the insurance, they receive 12 months of coverage, as this is a rolling 12-month policy. In most cases, the agent's coverage will auto-renew after 12 months. Agents will receive a notification prior to auto-renewal.

How are defense costs paid?

Defense costs are in addition to the limits of liability chosen, so the full limits of liability are available to pay the claim.

Does the policy provide coverage for class action lawsuits?

With the new rule going into effect, it is possible there will be an increase in class action lawsuits; however, this policy does not exclude them.

Is there an E&O program providing blanket coverage for all agents within an agency?

We are always looking after agents' interests. With that in mind, we structured the current E&O program to include comprehensive coverage at a more competitive price than any other program in the nation. Because of the affordability, we encourage agents to obtain individual coverage. Another great feature about the current program

is that there is no policy aggregate. Agents have their own individual limits and do not have to share coverage. If you have an agency owner expressing interest in agency coverage, our contact at CalSurance would be happy to speak with him or her directly to determine if we have a program that can accommodate their insurance needs.

Is the agent required to pay the premium in full up front?

No. Agents also have the option to pay the E&O premium quarterly or monthly.

Are there any additional fees with the payment plan?

There is a \$5 installment fee included in each payment plan installment. The amount is already included in the monthly installment payment breakdown.

How can my agent enroll in the program?

Please encourage your agent to enroll *using your individual marketer link*. You will receive a \$25 gift card for each new agent enrolling through your individual link. The agent must enroll using your marketer's link in order for you to qualify for rewards. Gift cards are distributed monthly to marketers.

For promotions by marketing companies and at the corporate level, separate landing pages are being used accordingly. Marketers do not receive gift cards on these enrollments.

How do I obtain an individual marketer link?

If you do not have a marketer link, please contact Precious Bradford at PBradford@AmeriLife.com. Include your full name, the marketing company you are affiliated with and your marketer number.