



ASCEND WITH ARGO
Education. Insight. Connections.

Finding a Specialty: Opportunities in Professional Liability



Audience Insights

How familiar are you with
professional liability?

- a. Very
- b. Somewhat
- c. Not at all

Featured Speakers



William Healey

Vice President, Underwriting – Risk Management

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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?





One last piece of advice

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