



## Executive & Professional Liability

## Mortgage Bankers/Brokers & Real Estate Related Accounts

The Mortgage Bankers/ Brokers E&O and Real Estate related E&O markets are in crisis mode. Several markets have scaled back on their underwriting capabilities or entirely pulled out of this class of business. The crisis has also spilled over to **all** Real Estate related fields (i.e. Real Estate Agents, Property Managers, Title and Escrow Agents, etc.).

In the current environment, there are only a few markets left for these classes of business. These markets can work off of the fully completed application of other underwriters. However, in addition to a fully completed application, the markets will need:

- Most recent financials
- Resumes of key personnel
- Loss information (with claim details beyond just a loss run to quote) **and** adequate lead time

In many situations, mortgage bankers/brokers and real estate professionals are required to carry professional liability. Westrope is actively working with those underwriting firms that are placing mortgage bankers/ brokers as well as all real estate related accounts. Get the best solution for your clients from an experienced broker that can deliver what you need when you need it.

### Recent Accounts:

Class of Risk	Line of Business	Premium
Long Term Care Facility	PL/GL	\$660,000
Organ Procurement Organization	PL/GL	\$345,000
Long Term Care Facility	PL/GL	\$181,000
Doctors Group	Med. Mal.	\$133,000
Long Term Care Facility	PL/GL	\$129,000
Mental Health Facility	Med. Mal.	\$50,000
Publishing Firm	D&O / EPL	\$60,000
Library	NFP D&O	\$21,000
Property Valuation Service	Crime	\$18,000
State Fair	NFP D&O	\$11,000
Auto Dealership	EPL	\$10,000
Risk Retention Group	E&O	\$99,000
Engineering Firm	E&O	\$76,000
Billing Service	E&O	\$24,000
Trust Administrator	E&O	\$20,000
Standards & Specifications Association	E&O	\$24,000

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