



## Executive & Professional Liability

## Crime Exposures/Solutions

### Facts about Crime Losses and Exposures

In a recent Association of Certified Fraud Examiners (ACFE) study, the median estimate is that a typical organization loses 5% of its annual revenue to fraud. This means that an organization with revenue of \$500 million will lose \$25 million to fraud each year. The ACFE study found that, just over 62% of the frauds investigated by its members had a loss of \$1 million or more. Asset misappropriation (theft or misuse of an organization's assets) is the most common type of occupational fraud & abuse representing 69% of the ACFE study's cases. Whenever an employee is trusted to handle money or securities, the employer could be vulnerable to a loss that could leave them bankrupt.

### Solutions

Our Brokerage Team has the knowledge and tools required to assist your insureds and prospects with the purchase of appropriate Crime Coverage. Our carriers are aggressively seeking new crime business with negotiable premiums. **Get the best solution for your clients from Westrope. Our knowledge adds value, our strength delivers results.**

### Examples of Targeted Classes for Crime Coverage

Law Firms	Casinos	Healthcare Accounts
Construction Companies	Manufacturing	Couriers / Transportation
Financial Institutions	City & County Governments	Retail / Grocery Store Chains

### Recent Account Successes

Class of Risk	Line of Business	Premium
On Line Gaming	Cyber E&O	\$41,000
Freight Forwarder	E&O	22,000
Law Firm	E&O	17,500
Actuary	E&O	8,900
Gas Stations	D&O/EPL/Crime	107,000
Car Dealer	EPL	47,000
Electrical Cooperative	D&O	40,000
Government Entity	Crime	11,000
Auto Dealership	EPL	10,000
Engineer	Crime	7,000
Medical Staffing	PL/GL	22,000
Day Spa	PL	20,000
Clinical Research	PL	17,500

### Executive & Professional Liability Team

#### Phil Holderness

Department Manager & Broker Territory  
AK, AZ, CA, DC, HI, ID, IN, KY, MI, MD,  
MT, NV, OH, OR, UT, VA, WA, WI  
816.412.7571  
pholderness@westrope.com

#### Kathy Gustafson

Broker Territory  
CO, KS, MN, ND, NM, SD, WY  
816.714.7467  
kgustafson@westrope.com

#### Jim McCarthy

Broker Territory  
AL, GA, FL, KY, LA,  
MO, MS, NC, SC, TN  
816.714.7448  
jmccarthy@westrope.com

#### Dwayne Saucier

Broker Territory  
AR, IA, IL, NE, OK, TX  
816.714.7473  
dsaucier@westrope.com

#### Ben Young

Broker Territory  
CT, DE, MA, ME, NJ, NH,  
NY, PA, RI, VT  
973.218.2735  
byoung@westrope.com

#### Jafir Young

Broker Territory  
AK, AZ, CA, ID, MT, NV OR, UT, WA  
949.833.7177  
jyoung@westrope.com