



**Executive & Professional Liability**

**Westrope Solutions**

Westrope has recently been appointed to represent and distribute Healthcare Professional and General Liability insurance for Berkley Select (Nautilus Insurance Company) and Rockhill. Both of these companies are select “wholesale only” markets. Both companies focus on medium to larger Healthcare accounts and have experienced underwriters.

**Berkley Select Targets:** Accounts generating \$15,000 in premium and above operating as: Counseling, Dialysis Centers (No coverage for the doctors), Drug & Alcohol Treatment Centers, Home Health Care, Hospitals, Imaging Centers, Laboratories, Medical Transportation, Pharmacies, Rehab Facilities, Staffing Agencies, Surgi Centers.

**Rockhill targets:** Accounts generating \$10,000 in premium and above operating as: Hospice, Home Health, Medical Staffing (ER and OB is “iffy”), Mental Health (Including child and lockdown) Correctional Health (No max security- 10 to 15 doctors maximum), Telehealth.

- Rockhill is also targeting the 2 to 10 location “not for profit” & “for profit” long term care accounts providing Skilled Care, Assisted Living, Independent Living and Continuing Care Retirement Communities

**In addition to Healthcare professional, Westrope has access to standard and non standard carriers and can market all classes of accounts for Executive Liability (D&O, EPL, Fiduciary, Crime) Miscellaneous E&O (I.e. Real Estate, Lawyers, Insurance Agents, Privacy & network Security and Architects and Engineers.**

**Recent Successes:**

Class of Business	Line of Business	Premium
Long Term Care	PL / GL / Property / Auto / Umbrella	\$245,000
Psychiatric Care Facility	PL / GL	\$140,000
Nursing home	PL / GL	\$96,000
Specialty Hospital	PL / GL	\$59,000
Home Health Care	PL / GL	\$33,000
Managing General Agency	Misc. E&O	\$109,000
Investment Advisor	Misc. E&O	\$90,000
Nursing Home Management	Misc. E&O	\$75,000
Advertising firm	Misc. E&O	\$18,400
Chemical Company	Reps & Warranties Coverage	\$115,000
Union (with claims)	Fiduciary Liability	\$45,000
State College	School Leaders E&O	\$17,700
Political Action Committee	D&O and EPL	\$6,000

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