

QUOTE CYBER INSURANCE FOR HEALTHCARE, BIG "I" MEMBERS RECEIVE ACORD FORMS LICENSES & SEVERAL PERSONAL UMBRELLA CARRIERS TO IMPLEMENT MAJOR CHANGES

Quote Cyber Insurance for Healthcare

Healthcare is the only industry where the risk of a threat is more likely to come from within the organization than from the outside. One wrong click could expose a patient's entire medical history.

Through Big "I" Markets, you can offer Coalition's state-of-the-art cybersecurity resources and best-in-class cyber insurance to your healthcare clients.

Coalition's cyber insurance offers healthcare clients unique coverages tailor-made to cover their exposures, including:

- Cost to comply with an OCR-mandated security assessment and program, as a result of a security failure or data breach
- Costs to respond to an extortion incident, including money, securities, and virtual currencies paid
- Costs to replace computer systems and other technology damaged in a cyber attack
- Funds transfer incurred from a security failure or social engineering attack
- Restoration of digital assets, including sensitive patient information
- Business interruption from cyber attacks against the insured or their suppliers

Coalition's proactive cybersecurity platform saves your client time, money, and headaches. By offering a full suite of security apps including 24/7 security monitoring, automated threat and intelligence alerts, DDoS mitigation, security benchmarking, ransomware protection, employee training, patch reminders, and more-included with each policy at no additional cost, Coalition helps healthcare providers protect their network and their business. Read more about how Coalition's in-house Security Incident Response Team helped a healthcare organization with compliance and cybersecurity to protect their patient data.

When an incident happens, Coalition is the only insurance firm with a dedicated 24/7 incident response and claims team to help healthcare providers quickly respond to an incident.

Ready to protect your healthcare customers? Log in to www.bigimarkets.com to create a quote in less than four minutes!

Contact Carla McGee, your dedicated Cyber Insurance Program Manager, with any questions or to walk you through a quote.

SPECIAL FEATURE

Big "I" Members Receive ACORD Forms Licenses

The Big "I" and ACORD are launching a new Big "I" member benefit. Starting Jan. 1, 2020 Big "I" members with annual P&C gross revenue of less than \$50 million will receive a complimentary license to use ACORD forms.

On Jan. 1, 2020, ACORD will begin charging all users of ACORD forms an End User License (EUL) fee including agents, brokers, and carriers. Currently, most agents access ACORD forms via their agency management systems or other ACORD-authorized third-party forms redistributors. The Big "I" has negotiated an agreement with ACORD, wherein Big "I" will cover the cost of the End User Licenses when accessing via a management system or redistributor, or provide an EUL discount when accessing directly through ACORD Advantage Plus Program.

The result of this agreement is that your agency will not have to pay the End User License fee to ACORD, and agents will experience no disruption in your management system workflow or use of ACORD forms beginning on Jan. 1, 2020 - with the exception of an initial, and then annual, validation to confirm Big "I" membership. At that time agents will be directed from their management system to the ACORD Licensing website to validate they are a covered Big "I" member and perform a simple click-through process to accept the license. Once completed, agents simply return to their management system flow to access ACORD Forms.

Learn more and review FAQs about the new benefit at this dedicated Big "I"-ACORD License web page.

Several Personal Umbrella Carriers to Implement Major Changes

Recent announcements from several personal umbrella carriers outline major changes in coverage that will leave agents scrambling to find new markets for their clients.

For example, one major standalone umbrella carrier will begin requiring underlying auto liability limits of at least \$1 million in some states and \$500,000 in all others. That carrier will also require \$1-million underlying uninsured/underinsured motorist limits when excess UM/UIM is purchased.

Other carriers, meanwhile, have announced that they will be non-renewing all their personal umbrellas nationwide. During this time, remember you can turn to RLI Insurance-the Big "I"-endorsed standalone personal umbrella carrier-to find coverage with a reliable carrier that offers reasonable underlying limit requirements.

RLI allows auto limits as low as \$100,000/\$300,000 for many customers-\$500,000/\$500,000 limits are only required if there's a DUI in the household. Excess UM/UIM coverage is also available nationwide. Underlying UM/UIM limits simply need to match the auto liability limits.

Obtain a quote in just two minutes via RLI's online quoter. Alternatively, log in to the RLI portal. For more information, log into Big "I" Markets or contact your state administrator.

WEBINARS

Virtual University

WEBINARS - Two-hours with CE in select states.

- December 16-20 - Big "I" Virtual University Finals Week! Agents looking to get ahead on their continuing education can earn up to 10 P&C credits this week! CE approval varies by state. Click here for a complete list of classes and CE-approved states.
- December 20 - 10:00 a.m. or 1:00 p.m. EST - Rules for Developing the Correct Premium
- January 21 or 23 - 1:00 p.m. EST - **NEW** Condominiums and How to Insure Them
- January 23 - 10:30 a.m. EST - **NEW** Why Certificates of Insurance – Just Why?

View the complete calendar, registration links and see what states have CE approval online. Registration includes live webinar, on-demand recording and a transcript.

E&O Risk Management

WEBINARS

- January 22 - 2:00 p.m. EST - **NEW** Let's Talk Limits: How Much is Enough for You AND Your Customer?

TWO FOR TUESDAY TRIVIA

Prizes will be to the first response with the correct answers and then four selected at random from all received by 6 p.m. EDT on Wednesday. Win a \$5 gift card (Starbucks, Dunkin' Donuts, Baskin Robbins, or Krispy Kreme).

Don't forget to answer the Tie Breaker!

1. In the ACORD article above under the "Big 'I'-ACORD License web page" link, what is written in the gold box?
2. On this date in 1843 Henry Cole commissioned the first commercial version of what?
3. In the "Read more..." link in the Healthcare Cyber article above, in which state is the healthcare organization used as an example?

TIE BREAKER

TB - Thieves stole what from outside Emmy Lou's gift shop in Glastonbury, CT?

LAST WEEK'S MOST CLICKED LINKS

Here are the top three items that got BIM agents clicking from our last edition... see what you missed!

1. Law Firm Claim Case - Coalition Cyber Insurance
 2. Affluent Homeowners - AIG
 3. Lawyers are becoming easier targets for ransomware threats
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BIG "I" MARKETS SALE OF THE WEEK

Congratulations to our agent in Indiana on a Bonds - Bid, Contractor, Performance, Surety sale of **\$21,897** in premium!