Aetna Agent vs. Marketing Organization and Agency Errors & Omissions

Is an Individual Agent or an Agency policy right for you?

Agents and their Marketing Organizations and Agencies are all valuable partners in growing Aetna business and each need valuable Errors and Omissions (E&O) coverage. Aetna has now partnered with CNA Insurance Company and, for administration, Gallagher MGA, to offer a high-quality Agent and Agency Errors & Omissions program. The Aetna Insurance Agent and Marketing Organization Agency Errors & Omissions program makes it simple for you to secure insurance coverage by offering both an individual agent policy and an agency policy. Both options provide very competitive rates and program coverage is tailored for Aetna producers.

Individual Agent Policy*

- **Medicare Only Option:** Offers a base rate of $375 for limits of $1,000,000/$1,000,000
- **Expanded Coverage Option:** Offers a base rate of $455 for limits of $1,000,000/$1,000,000
- Provides coverage to the agent as an insured at a single bundled rate based on the limits the agent selects
- Expands coverage to an agency entity only for the acts of an insured agent
- Provides coverage for administrative, clerical, and support personnel while they are acting on behalf of an insured agent
- Participating agent must maintain an appointment with Aetna
- Your owned or controlled business entity is covered so long as the alleged wrongful act arises out of your Professional Services. If you have more than one agent doing business on behalf of an agency, you may want to consider purchasing Agency E&O.

*Pricing includes a $25.00 administrative fee. Down payment includes one month’s premium and a $5.00 monthly processing fee. Monthly payments include a $5.00 processing fee and will begin the first business day of the month after the enrollment effective date.

Agency Policy

- Offers a base rate of $990 for limits of $1,000,000/$1,000,000 with options for $1,000,000/$3,000,000
- Rates are based on net commission revenue tiers and the limits selected
- Provides coverage to agency entity as an insured vs. a specific agent
- Provides coverage for administrative, clerical, and support personnel while they are acting on the agency’s behalf
- Participating agency must be appointed with Aetna
- Extends coverage to all owners and employee agents*, and is designed to cover retail agencies with multiple employee agents

*The agency policy does not cover individual 1099 agents, but these agents can enroll in the individual agent program; agencies should require 1099 agents to carry individual errors & omissions coverage
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Additional Highlights. All Aetna Agents and Agency policies include the following:
- Coverage includes claims against Aetna and non-Aetna products for the sale and services of life, accident, and health claims, including disability, Medicare, self-funded benefit plans, and long term care, as well as coverage for any annuity products and other mutual fund or variable products you might sell in addition to the Aetna product portfolio
- Lower deductibles for claims against Aetna products
- Prior acts coverage back to the first date of continuous errors & omissions coverage
- Flexible payment options: pay in full or choose monthly payments via credit card or electronic funds transfer (EFT)

So, which option is right for you? That depends on your appointment with the Aetna Plan, your net revenues, and your number of employed agent producers. Fortunately, whichever option you choose, you’ll have the peace of mind that comes with knowing you are insured by both CNA and the Gallagher MGA name. Plus you are accessing a competitively priced product and value-added benefit to your appointment with Aetna.

The Aetna Agent and Agency Errors & Omissions program is insurance, expanded. For more information on this program and how you can join with thousands of other Aetna agents nationwide, visit www.aetna-eo.com or call 877.524.0265.

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