

# AGENT Update

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## NEW PRODUCT *Announcement*

Irwin Siegel Agency, Inc. (ISA) recently announced a new Professional, D&O, E&O, and EPL Program. These new programs will be available for an array of business classes, including but not limited to, Social Service Agencies, Residential Appraisers, Community Associations, Personal Lines Insurance Agents, Employment Recruiters, and Technology.

These new programs are written through an A+ rated carrier and will have several highlights including limits up to \$5,000,000 and retentions as low as \$1,000. Brokers and agents will be able to quote these programs directly through Irwin Siegel Agency's website. In addition this program can be quoted using any professional, D&O, E&O or EPL application.

***"We have decided to expand our offerings for Professional Products based on the needs of the independent agents and brokers we work with and are pleased to be able to do so."***

- Howard Siegel,  
President & COO  
Irwin Siegel Agency, Inc.

ISA's new Professional Programs will continue to be administered and marketed nationally by ISA. The program will be distributed by ISA, exclusively through independent agents and brokers.

## Product Enhancement

As our program has grown with AIG over the past 5 years, so too has our ability to offer the coverage your insureds demand.

As part of our package, **ISA can now offer up to a \$10 mill umbrella including full abuse coverage** for most risks. Please give us a call to discuss this new development.



## ISA Receives Award *for Underwriting EXCELLENCE*

The McMahon Award is presented annually by AIG Programs, a division of Lexington Insurance Company, to only one of the over one hundred AIG program administrators, and is awarded in recognition of upholding the highest standards of underwriting excellence. The award also recognizes distinction in the area of automation, policy issuance, profitability and overall customer service.

The award was presented by AIG Program Division Senior VP and COO, Vincent Pugliese, to Howard Siegel, President and COO of Irwin Siegel Agency, Inc. at the annual AIG Program Administrators meeting in June.

## Areas Targeted

### Developmental Disability Agencies

- **ARCs and UCPs**
- **Adult Day Care**
- **Residential Care for Individuals with Developmental Disabilities**
- **Sheltered Workshops**
- **Vocational Rehabilitation and Training Agencies**

We are making a strong push in these areas. If you have any upcoming accounts that fit these criteria, please give us a call.

You can find a complete list of our areas targeted on our website, [www.siegelagency.com](http://www.siegelagency.com)

## CLAIMS Management

Our Claims Division is made up of compassionate and experienced employees who facilitate the claims handling process while protecting the best interests of our insureds.

We customize our services so that we may respond to our customers' individual needs, while we interface with claims adjusters and insurance companies to ensure that our clients receive the best in quality claims service.

In order to ensure ISA's exceptional claims management services, please download the newest version of our Claims Reporting Instructions from the Claims Management section of our website at:

**[www.siegelagency.com](http://www.siegelagency.com)**

*Note: These instructions apply to all policies written through ISA. Please share a copy of these instructions with your clients, as well as anyone else who reports claims on behalf of our insureds.*

**"Agent Update"** is published by Irwin Siegel Agency, Inc. (ISA). For more information, write or call Irwin Siegel Agency, PO Box 309, Rock Hill, New York 12775. Phone 800-622-8272. This flyer is for illustrative purposes only and is not a contract. It is intended to provide a general overview of the services described. Remember that only the policy can provide the actual terms, services, conditions and exclusions. ISA is a national insurance and risk services agency whose mission it is to *"Support Those Who Support Others."*<sup>™</sup>

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**irwin siegel  
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insurance & risk management  
human service programs

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## AGENTS E&O Corner

- How broad is the professional liability coverage you currently offer your Social Service risks?
- Does it provide the coverage you think it does?
- Is your insured protected for the vicarious acts of its subcontractors?
- Does it provide primary coverage for their subcontractors while working on behalf of your insured?
- Are there restrictions on this coverage?

***If you're insured with the ISA program, you can rest easy.*** If not, and you're unsure of the answers to these questions, we will be happy to review your current professional form and point out any coverage areas that you may want to question with your current carrier.

## Broker Recognition Corner

Irwin Siegel Agency, Inc. presents an Award of Excellence to Sandy Phillips of Thames, Batre Mattei Beville & Ison Insurance of Mobile, Alabama.



*Ken Chappell (left), Assistant Vice President of Marketing for Irwin Siegel Agency, Inc., presents ISA's Broker Award of Excellence to Sandy Phillips of Thames Batre Mattei Beville & Ison Insurance in Mobile, Alabama.*